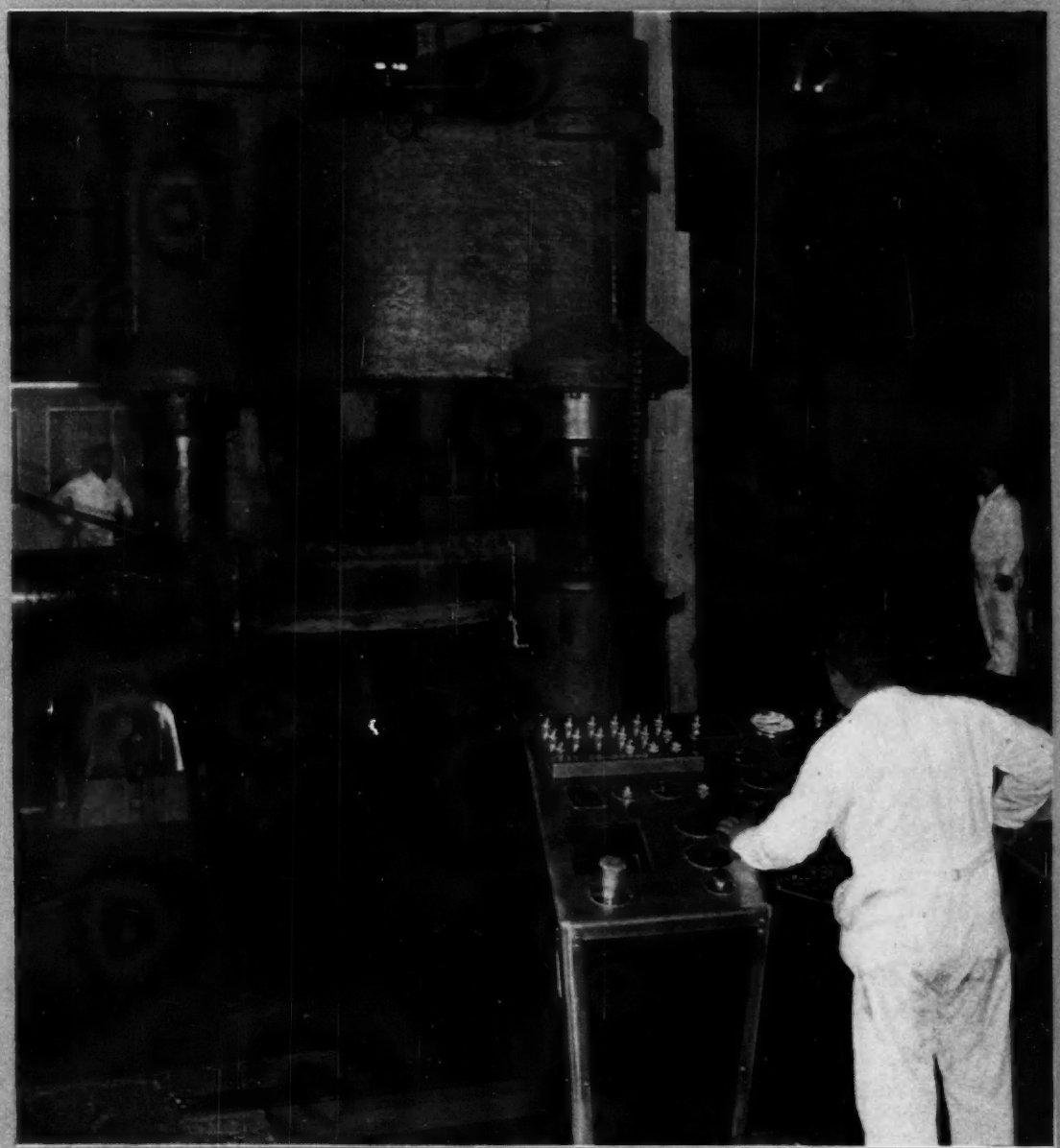
Board of Trade Journal

Volume 183, No. 3418 21 September 1962



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Board of Trade Journal

Volume 183, No. 3418 | 21 SEPTEMBER 1962 | Price 1s. 3d. net

Pages 597-640 | Annual Subscription including Inland Postage, £3 18s. 0d.

First Impressions of Commercial Work in Damascus

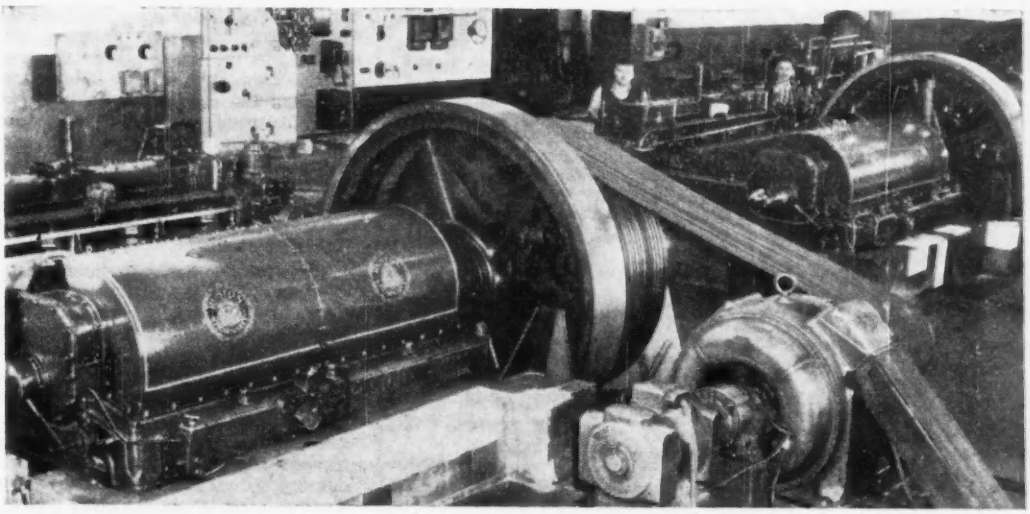
by J. C. M. Mason,

First Secretary

(Commercial)

at H.M. Embassy,

Damascus



Generating sets made by Ruston & Hornsby Ltd., Lincoln, running a vegetable oil factory in Damascus.

ALTHOUGH, after six months experience of the ups and downs of life in Syria, I would not venture a prediction, I remain optimistic about Syria's economic future. The Syrian economy is basically strong. Political uncertainty can – and does – affect the pace of economic growth, but it cannot easily damage the foundations of the economy. Since these are in agriculture, only persistent drought, such as the Syrians have experienced in the last four years, can threaten to do that.

My immediate, and so far persisting, impression of Syria is of a fortunate country: here, they say, 'everybody wears shoes'. The Syrians are lucky in that there are relatively few of them by the standards of developing countries: less than five million in a country three-quarters the size of the United Kingdom, in which there are good prospects of increasing the present one-third of cultivable land to keep pace with a high rate of natural increase (35 per mille). There is some unemployment and a good deal of underemployment, partly because industrial development has been rather slower than planned, and partly because of a flow of labour from the country to the towns in the recent drought years. The 120,000 Palestine refugees are, as elsewhere, difficult to fit in. But one receives the impression that, given only sufficient rain, the Syrians as a nation do not have to toil unduly hard to survive: the latest version of the agricultural reform law has reduced the holdings of both landowners and peasants, on the ground that the previous holdings were big enough to provide a comfortable living without the necessity to practice modern methods.

Agriculture

Agriculture is the mainstay of the economy, and will remain so for the foreseeable future. In 1961, after four years of drought, it provided 34·1 per cent. of the national income, against 14·9 per cent. from industry and 14·2 per cent. from commerce, and the proportion can this year be expected, after a good harvest at last, to return towards the 40 per cent. of 1956. In 1957, the last drought-free year when cereals were available for export, agricultural products accounted for 81 per cent. of Syrian exports, and a comparable figure may be achieved this year. Cotton exports, which this year should reach 124,000 tons of medium-staple, now earn more than cereals. Farming methods are a mixture of modern and traditional. Machines have not yet by any means replaced manual labour in the fields, but tractors are increasingly used for draught and, where harvesting is mechanical, the jump seems to be made direct from scythes and sledge-threshing to combine harvesters, without the intermediary cutter and binder stage.

Industry

The Syrians are proud of their (protected) industry, of which cotton textile manufacturing is the most important branch, although wool and man-made fibres are also now making an appearance. British technicians working in them say that the mills, if over-staffed by British standards, are well-equiped (often with British plant) and that the quality of output is good. The difficulty is that the cotton textile industry already threatens to outgrow domestic consumption and must look

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Front Cover Photograph

The new 2,000 ton Davy United press in operation at the Stourbridge works of John Folkes (Lye Forge) Ltd. Mr. Alan Green, Minister of State, Board of Trade, visited the factory this week and congratulated the firm on their export performance. See story on page 600.

increasingly for markets in neighbouring countries, where nascent textile industries are also to be found or may be expected to appear. Cement, glass, sugar and vegetable oil processing are the other main branches of industry, which remains small-scale by Western standards. The total capital invested in Syrian industry amounts to no more than £50 million.

Commerce

The commercial section of the community is that of which I have so far seen the most. One of the joys of being Commercial Secretary in Damascus is the almost daily opportunity to visit importers, merchants, etc., in their offices in the souks, where the conglomeration of small shops and businesses provides fascinating material for the study of the economics of unrestricted competition. Syrian traders, although their ability is undoubted, seem in some ways curiously unambitious, preferring to spend their time in arguing over a few pounds than in chasing the really big deals. I may have this impression because I have come among them at a time when import and exchange restrictions, and political instability, have damped down their natural enterprise. Perhaps they will blossom forth as and when restrictions are removed. Certainly the most enterprising among them are first-class, and admirable to do business with.

The business community are supporters of unrestricted private enterprise to a degree which I had not thought to exist in the world today. They tend to reject any thought of government supervision or control. To a large extent, in their advocacy of *laissez-faire* policies, they have post-war history on their side: the doubling of Syrian national income in the decade after the war was achieved by private and unrestricted investment, chiefly – and surely almost uniquely – by merchants investing in agriculture, while experience during the Union did not provide a good advertisement for government control of the economy. On the other hand, not enough businessmen seem willing to foresee in which direction the wind of change seems bound to blow in Syria i.e., increasingly towards a directed economy, whoever is in power. This is not Lebanon, and never will be.

The present situation

Despite the political vicissitudes of recent months, the Syrian economy is at the moment in better shape than for four years. There has at last been rain and there is the certainty of increased agricultural earnings, of increased purchases and dept-repayments by farmers, and of foreign exchange earnings from cereal exports. The strict exchange control imposed in February 1961 has been relaxed: there is again a free market in foreign exchange, in which trade with neighbouring countries and nearly all invisible transactions are conducted. Major import and export trade with non-Arab countries is still conducted through the official market, but the official rate has recently been devalued (by some 6 per cent.) to bring it into line with the free rate. At the same time the stringent import restrictions imposed in February 1961 have been somewhat relaxed, although domestic consumer goods for the time being remain subject to strict quota, which however the authorities make no secret of hoping to liberalize as soon as they feel able. Merchants thus have more room for manoeuvre and, as this article is written, (in August 1962) the inactivity which succeeded the *coup d'etat* of last March is being replaced by a growing interest in new business. Uncertainty about the final shape of Syrian industry (broadly, whether the State will increasingly seek to own shares in industrial companies, while stopping short of nationalization) continues to discourage industrial investment, but enthusiasm is again being shown for overseas trade, both inward and outward.

Future prospects

The requirements can be readily distinguished. They are: to restore, and maintain, confidence; to balance foreign trade; to avoid inflation; to achieve a planned development programme in which private and public investment will be properly balanced (60-40 is a proper estimate here); to steer investment without distorting or forcing it; and to encourage the repatriation of capital sent abroad during recent years. Chamber of Commerce, etc., are not slow to present text-book solutions to the Government, but these often disregard political realities, as the Government cannot. At the moment, one cannot be optimistic that the correct blend of private initiative and government direction will be easily achieved, with the result that Syria's potential rate of development, as seen in the early fifties, seems unlikely to be reached in the sixties. However Syria's natural economic resources are such that, despite all the difficulties, one can reasonably expect the economy to expand, if only be small annual instalments, from now on, particularly

Commercial Work in Damascus (*Continued*)

as development planning is directed principally toward decreasing the country's present crucial dependence on rainfall. This does not mean that there will not be setbacks, because of political or other factors, but the general direction should be forward.

One urgent need, if Syrian development is to proceed smoothly, is for more technicians and technologists, for whose training Syria looks to a wide variety of foreign technical assistance. Since my arrival here, the single most encouraging development in our commercial-economic relations with Syria has been our decision to offer the Syrians a limited amount of technical assistance, in the form of training both here and in the United Kingdom. The Syrians have left us in no doubt of their pleasure at this offer and I am convinced that the continuation and expansion of our assistance in future years will be the best investment we can make in Syria, from the point of view both of official relations and the development of Anglo-Syrian trade.

Anglo-Syrian Trade

In 1961 we exported goods worth £6·016 million to Syria, compared with £7·170 million in 1960. 1961 was a poor year, and I would hope that a figure of £7-8 millions can be regarded as the average for a normal year. I have the impression that some of this figure is made up of more or less traditional imports: e.g., woollens and worsteds which are bought because of the prestige still attaching to them; pumps and pump engines, and textile machinery, because we were early in the field, before the war. These goods are strongly-established, but care must now be taken that, because of this, they are not allowed to be overtaken by more competitive foreign products. Other of our exports are 'opportunity' sales, achieved by studying the market and offering competitive products. This is how we have achieved our preponderant share of the tractor market, and it is significant that a relatively late United Kingdom entrant into the market has now largely overtaken its competitors, partly because it offers the right models but chiefly, in my view, because its agent is more energetic than his rivals. The same is noticeable in electronic equipment: the good agent makes the sales. I do not suggest that British firms should abandon solid and well-established agents, but my early impression is that among Syrian agents for British products there may be some who, having made their money in their youth, are now content to sit back and see their sales remain steady, or even decrease, because they are not interested to go out and get the business. When enterprising British firms seek agents here, I shall, I think, be tempted to advise them to consider seeking out not the best-known figure in the field, nor the technically best-qualified, but a hungry young man, who wants to sell their goods even more than they do .

To expand British exports in Syria we need first, naturally to be genuinely competitive in what is still a remarkably open and expanding market. Secondly, we must, to use a popular phrase, improve the British image. I discount many of the usual stories I am told by importers about German, Italian, Hungarian, Japanese, etc., terms and prices being far below ours, because the motive is transparent. But I am still left with the impression that United Kingdom products and methods are thought of as old-fashioned, dull, worthy and solid. To modernise this image, I believe, we need above all personal contacts with Syrian firms. They dislike writing to people who are only a name, and they like to be convinced by force of personality. A three-week excursion air ticket to Damascus costs only 100 guineas, and I hope, during my time here, to see many more representatives of British firms coming to look at the situation personally when an opportunity to do business comes their way. That Syrian preference for personal dealings is no new phenomenon is borne out by the view of a predecessor at this post: Mr. Consul Eyres in a despatch to Lord Kimberley in May 1894, desired '*once more earnestly to press on the mercantile world in general the absolute necessity of sending out travelling agents if they desire to keep or enlarge their market in this part of the world... Personal persuasion will do much, and a sight of machines or new methods at work may convince and bring about adoption*'.

A third requirement is that British firms should take Syria seriously as a market. it may not be surprising if they do not do so at present, given Syria's reputation for instability, but I hope that they will come to understand that Syria's commercial record is good, that a growing market exists, and that no single nation has a built-in advantage here. There are gaps in British sales which could be filled. For example, travelling around the country, one's satisfaction at the preponderence of British tractors is counter-balanced by the almost complete absence of heavy British commercial vehic'es, a field in which Mercedes and Scania-Vabis are predominant.

The fact that Syrian exports to us are about one-seventh of ours to them does not constitute a serious obstacle to trade. Nevertheless, increased United Kingdom purchases of Syrian goods naturally oil the wheels, and it was accordingly encouraging to see, from Board of Trade figures, that Syrian exports to the United Kingdom in the first months of 1962 were considerably greater than in the corresponding period of 1961. If this trend continues, our task here will be easier.

The Damascus Fair

The Damascus Fair, held in August and September each year, is a source of great pride in Syria and, I am told, arouses immense interest not only throughout Syria but also in neighbouring countries. The positive advantages, particularly to trade, of participation in such fairs is always difficult to assess, but I have no doubt that, negatively, failure to participate is interpreted as a sign of lack of interest in Syria. For this reason, H.M. Government are this year participating in the Fair with a prestige exhibit, unsupported by industry as a whole. But if British manufacturers wish to be taken seriously in this country, they too must show interest in the fair, and my hope now, subject to experience at this year's fair, is that 1963 will see a full-scale participation by British firms in the fair.

Conclusion

To sum up: my early impressions are of a fascinating, if occasionally bewildering, post in a country which is more fortunate economically than most, and in which considerable opportunities exist for British exporters. After a few months here, I dare prophesy nothing, but I shall be surprised if, during the coming years despite setbacks from time to time, Syria does not return to the path of steady economic growth which she followed in the decade after the war; and I shall be disappointed if this growth is not accompanied by a more than proportionate increase in British exports to this country.

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The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 3d. (Annual Subscription £3 18s. 0d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2192.) Address for telegrams and cables 'Boneblack, London.'

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Increased Productivity Involves Change — *H.R.H. Prince Philip*

SPEAKING TO vice-patrons and representatives of the National Productivity Year which begins on November 14, H.R.H. Prince Philip, Duke of Edinburgh, said in London on September 14 that the problem of increasing productivity and efficiency lay in the fact that it involved change. Change was one of those things which we all liked to encourage others to do, but which most people disliked accepting themselves.

Progress and increased productivity were impossible without inflicting changes on the company or organization as a whole, on the various groups within the company and finally on the individuals within the groups.

Change was helpful to some but awkward for many others. Any organization which refused to accept change in any form eventually succumbed to extinction or revolution. Change did not destroy tradition, it strengthened it. Change did not disrupt a well-run organization, it gave it new life. Change was a challenge and an opportunity, not a threat. 'The essence of this National Productivity Year is to demonstrate to the entrenched and to the waverers that it is always possible to improve productivity, and that there are any number of ways, means and organizations which can help. Even so, I believe it would be worth your while to study the reasons for resistance. I believe that there is much to be gained by exposing the grounds for obstruction and for getting people to appreciate the real motives for their attitudes. Organizing the activities and functions for the Year is a technical and administrative matter, but getting the message of the Year across and accepted is a personal and social problem,' said the Duke.

Prince Philip said that the work on organizing the National Productivity Year had already brought together a very wide range of groups, organizations and people who were co-operating willingly on this joint venture. He hoped that the committee would use this to discuss ways and means by which the lines of communication could be improved and extended when this year was over and things returned to a more efficient normal.

'I have no doubt that the personal contacts which are established during the course of this year will prove enormously valuable, but somehow they must be maintained in the future. This can only be done if you can succeed in creating a climate of opinion which looks upon scientific research, work study and all the other aids to productivity as natural and normal. Somehow you must seek to establish a general atmosphere in industry which favours gradual and continuing changes and improvements in technical things and a consistently liberal policy in human relations. I am sure that the work of the British Productivity Council, together with all your efforts, will have a most stimulating effect on British industry, and I want to thank you all for taking part in this venture. I wish you all the best of luck and a very successful and rewarding year.'

President of the Board of Trade to visit Yugoslavia

MR. FREDERICK ERROLL, the President of the Board of Trade, and Mrs. Erroll have accepted an invitation from the Yugoslav Government to visit Yugoslavia. The visit will take place from September 21 to 30.

The President will meet Yugoslav Ministers and industrialists and discuss prospects for trade between the two countries. He will visit Belgrade and other centres.

More Overseas Visitors in July

THERE WERE 365,000 overseas visitors to Britain in July, says the British Travel and Holidays Association. This was an increase of three per cent. on the same month in 1961 and brought the total number of visitors to Britain in the first seven months of the year to 1,160,300 – an increase of seven per cent. on the period.

Visitors from the United States in July totalled 79,190, which was a rise of seven per cent. on the month The July figure brought the number of American visitors in the January-to-July period to 274,000 – an increase of nine per cent. over last year. The 213,900 European visitors in July represented an increase of two per cent. on the same month last year and brought the total number of visitors from the Continent in the first seven months of 1962 to 565,600, which was an increase of seven per cent. on the period.

Minister Congratulates Stourbridge Firm on their Export Performance

MR. ALAN GREEN, Minister of State, Board of Trade, visited the works of John Folkes (Lye Forge) Ltd., Stourbridge, on Tuesday when the company celebrated the 263rd anniversary of their foundation and the first anniversary of the coming into production of the new forge at Kidderminster, claimed to be the first to be built on a 'green field' site in the United Kingdom this century (*see front cover photograph*).

The company are forge masters manufacturing carbon and other steel forgings up to 30 tons in weight. Their capacity, formerly 1,100 tons weekly, was increased in 1961 to 2,000 tons monthly with the establishment of a new forge at Kidderminster. In order to utilise the additional capacity, the company engaged in October 1960 as export manager Mr. Garth Howard-Smith. In 1961 Mr. Howard-Smith, with the help of the Board of Trade Midland regional office, visited some 25 countries in the Americas, Europe, India and the Middle and Far East, and secured orders for 1,000 tons of forgings valued at some £100,000. Within one year the export of steel forgings rose by the startling figure of 1,500 tons per annum. An export drive is now being mounted on the African continent.

The Minister of State sent the following letter of congratulation on the firm's export performance:

> 'The Regional Controller of the Board of Trade at Birmingham has drawn to my attention your export achievements over the past year. I am therefore writing to tell you how delighted I was to hear of your most encouraging performance, especially as your products often tend to be thought of as "components" which are largely saleable only to United Kingdom manufacturers close at hand. What your company has accomplished reflects great credit to those concerned, and I should like to offer my congratulations to them all.
>
> 'I do hope that your efforts to find new and rewarding export markets will bring you further success in the future. As you may know, as Minister of State at the Board of Trade, I am very much concerned with Britain's performance in overseas markets, and I shall always be interested in hearing of your progress with exports.'

Minister of State visits European Trade Fairs

MR. ALAN GREEN, Minister of State, Board of Trade, speaking at the opening banquet of the 'Gateway to Britain Week' in Bergen, Norway, on Wednesday, said it had sometimes been said that we had taken our trade with one another for granted. This showed a misconception of the nature of our trading ties. It was a characteristic of the merchants of both our nations that when business could be done they did it with the minimum of fuss. Moreover, the importance which we attached to our trade with our Northern friends had in part been demonstrated this year by the British Trade Fair in Stockholm which was, of course, devoted to Scandinavia as a whole. As useful as Exhibitions of this kind might be in helping to bring about an expansion of trade, they bore the richest fruit where there was a wish to conduct commerce in friendship and mutual understanding. This was the special significance of such events as the 'Gateway to Britain' weeks in Bergen and Stavanger. They were the clearest proof that, in fact, neither as trading partners nor as friends did we take each other for granted.

The Minister visited the trade exhibitions in Bergen and Stavanger during the day. He opens the British Pavilion at the German Industries' Exhibition, Berlin, tomorrow, and attends the Finnish International Trade Fair in Helsinki on September 23.

Cinema Admissions and Takings in August

DURING AUGUST (4-week period) the weekly average of admissions to cinemas in Great Britain was 9·9 million, and the weekly average of gross box office takings was £1.35 million.

Roumanian Minister Visits Britain

MR. MIHAI SUDER, Roumanian Minister of Forest Economy, is to undertake a tour in this country from September 20, to October 1, at the invitation of the Forestry Commission. He will be accompanied by Mr. Ion Milescu, Head of the Forestry Section, General Secretariat of the Roumanian Council of Ministers.

Timber is one of Roumania's principal exports to Britain and with the expansion of forestry in his country Mr. Suder has a special interest in the development of mechanization in the industry and in other techniques. During his tour he will visit the Forestry Commissions's research station near Farnham, Surrey, which enjoys an international reputation; Bedgebury Pinetum, near Goudhurst, in Kent, which is under the joint auspices of the Commission and the Royal Botanic Gardens and which contains coniferous trees from all parts of the world: and Thetford Chase in East Anglia, the second largest forest in Britain, which has been formed by the Commission and covers some 42,000 acres.

Mr. Suder will also visit the Sudbrook Pulp Mill in Monmouthshire and several well known firms – London importers of Roumanian timber, makers of sawmill equipment in the West Country and manufacturers of wood working machinery in Leicester, and furniture manufacturers at High Wycombe. Kew Gardens will also be seen and the tour will conclude with a visit to the Forest Products Research Laboratory at Princes Risborough.

£30,000 ORDERS FOR POWER TOOLS

Orders to the value of £30,000 for portable electric tools have resulted from a four-month sales tour of Far East and Middle East countries, just completed by Mr. Richard Edwards, an export sales executive of Black & Decker Limited, Harmondsworth.

The tour started in Burma, where there is increasing demand for power tools for the vast forestry and wooden manufactured goods industries. In East and West Pakistan, all Black & Decker dealers—a total of 115—were called on in 12 days. In India, increased sales promotion was planned for DeWalt stationary equipment, recently introduced by Black & Decker to the United Kingdom. Calls were made on large users of power tools, including the Fiat factory, airfields and furniture and metalworking industries.

The tour continued through Iran, the Lebanon, Jordan, the Arabian Gulf, Kuwait, Bahrein, Qatar and the Trucial States. While in Bierut, the local distributors opened a new large showroom which will offer sales and service facilities for the whole of the Lebanon.

In Turkey arrangements were made for participation in the recent Izmir Trade Fair. After a flying visit to Greece the tour ended with demonstrations of the Black & Decker range of tools on a distributor's exhibit at the Tel Aviv Trade Fair.

Commenting on his tour, Mr. Edwards said:

'The finest way to beat our German and American competitors at their own game is to go out into the field and actively encourage and support distribution.'

Visits of Chilean and Bolivian Businessmen

SENOR ALEJANDRO Y. PATTILLO, Head of the Engineering Department of the Empresa Portuaria, the authority responsible for the administration and operation of all ports in Chile, will arrive in Britain on September 23, for a visit of ten days as the guest of the Board of Trade.

During his stay Senor Pattillo will meet British manufacturers of port equipment and tour port installations.

Senor Ingeniero Don Adolfo Linares Arraya, President of the Bolivian Development Corporation will be visiting Britain at the end of this month also, at the invitation of the Board of Trade.

A programme of discussions and factory visits has been arranged for Senor Linares taking into account those projects with which the Bolivian Development Corporation will be concerned over the next few years. During his visit Senor Linares will attend a number of functions including a luncheon arranged by the Western Hemisphere Exports Council, and a dinner arranged by the Hispanic Council in conjunction with the Overseas Development Institute.

Production, Management and the EEC Conference

A ONE-DAY CONFERENCE on Production, Management and the Common Market organized jointly by The Institution of Production Engineers and the Production Engineering Research Association is to take place at Melton Mowbray, Leicestershire, on October 31. The aim of the conference is to assist British firms to reshape their production, management and sales methods for Britain's possible entry into the Common Market. Research, labour, training and education, and other problems will also be examined with the object of appraising whether British industry, and individual British firms, are ready to meet Continental competition.

All the conference papers are being pre-printed for the benefit of delegates so that the maximum time can be given to discussion of the many important issues involved in Britain's entry into the EEC. Applications to attend the conference should be made to: Conference Organizer, PERA, Melton Mowbray, Leics. The conference fee of three guineas includes admittance, lunch and preprints of papers.

Oil Statistics

Statistics on the supply and disposal of oil during 1961 have been published under the title 'Oil Statistics' by the OECD. Copies: H.M. Stationery Office. Price 10s.

Economic Commission for Europe, Conditions of Sale

THE AD HOC Working Party on Contract Practices in Engineering of the Economic Commission for Europe has recently completed drafting a set of *General Conditions of sale for the import and export of durable consumer goods and of other engineering stock articles No. 730*. This set of conditions was drawn up in order to help unify trading practices in this field of international trade, and constitutes the fifth set of General Conditions produced for the engineering trade by the *Ad Hoc* Working Party. Copies of these Conditions and a Commentary thereon are available from H.M. Stationery Office or any bookseller. Price 9d. By post 11d.

Earlier tasks completed by the Working Party have been a set of 'General Conditions for the Supply of Plant and Machinery for Export: No. 188,' designed for foreign trade generally; 'General Conditions for the Supply of Plant and Machinery for Export: No. 574,' appropriate for East/West trade; 'General Conditions for the Supply and Erection of Plant and Machinery for Import and Export: No. 188A,' and 'General Conditions for the Supply and Erection of Plant and Machinery for Import and Export: No. 574A.' General Conditions No. 188A provide a set of conditions designed to form a basis for engineering contracts in international trade generally; General Conditions No. 574A differ from No. 188A on a few points where the conditions adopted for No. 188A were not acceptable to the Eastern European members of the Working Party. General Conditions No. 574A are accordingly more suitable for East/West trade.

Copies of Conditions Nos. 188 and 574, together with some commentary on them by the Working Party, are available from H.M. Stationery Office: No. 188, price 5d. for the Conditions and 9d. for the Commentary: No. 574, price 5d. each for the Conditions and Commentary. Conditions Nos. 188A and 574A are also available from H.M. Stationery Office, price 9d. each, copies ordered by post 2d. extra in each case.

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Open General Licence for Iron and Steel Scrap

AT THE REQUEST of the Ministry of Power the Board of Trade announce that arrangements have been made to permit further exports of specified types of iron and steel scrap.

An Open General Licence has been issued permitting the export to any destination during the period September 26 to November 25, 1962, of iron and steel scrap not exceeding an f.o.b. value of £25 0s. 0d. per ton other than (a) material derived from armour plate and (b) material derived from military equipment described in Group 1 of the First Schedule to the Export Control Order.

Inquiries about this Licence should be made to the Board of Trade, Export Licensing Branch, Gavrelle House, Bunhill Row, London, E.C.1. (Telephone Monarch 4071). Copies of the Open General Licence (price 3d., by post 5½d.) will be obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches.

Note:

The new Open General Licence allows for a limited period of two months the continued free export of basic grades of iron and steel scrap while safeguarding home requirements of high value alloy steel scrap. The Licence allows the free export of cast iron scrap of a value not exceeding £25 per ton f.o.b. which was not permitted by the Open General Licence for the period July 26 to September 25, 1962.

Marking of Imported Umbrella Handles

THE BOARD OF TRADE have been advised by the Standing Committee (General Merchandise), set up under the Merchandise Marks Act, 1926, that imported goods of the following descriptions should bear an indication of origin at the time of sale and exposure for sale in the United Kingdom:

Handles (including knobs) for umbrellas, sunshades and walking sticks.

This recommendation is contained in the Report of the Standing Committee, published on September 19, 1962 as Cmnd. 1827. Copies of the Report may be purchased price 8d. (by post 10½d.) direct from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller.

A notice about the reference of this matter to the Standing Committee was published in the *Board of Trade Journal* on October 27, 1961 (page 865).

Note:

Representations to the Board of Trade regarding the marking of imported goods are referred to the Standing Committee (General Merchandise). An affirmative recommendation of the Committee, if accepted by the Board of Trade, is put into effect (subject to approval by Parliament) by means of an Order in Council.

Business Monitor : Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Paper and Paper-making Materials for July 1962.
Gramophone Records for July 1962.

Quarterly at 7s. 6d a year, post free:

Footwear for April-June 1962.
Gloves for April-June 1962.
Paint and Varnish for April-June 1962.
Silk Weaving and Converting for April-June 1962.
Synthetic Resins and Plastics Materials for April-June 1962.

EFTA Bulletin

The August/September issue of *EFTA Bulletin* includes articles on aspects of marketing, consumer protection, the impact of EFTA tariff reductions in Austria and a table showing EFTA's trade in manufactured goods in 1961. Copies free of charge from Information Department, European Free Trade Association, 32 chemin des Colombettes, Geneva, Switzerland.

Imports of Fresh Bananas, Grapefruit Juice and Orange Juice from the Dollar Area

THE BOARD OF TRADE, in Notice to Importers No. 1015, dated September 17, 1962, announced that the quotas for imports of fresh bananas and for grapefruit juice and orange juice from the Dollar Area for the 12 months beginning October 1, 1962, would be 4,000 tons and £300,000 c.i.f., respectively.

Applications for licences under these two quotas will be considered from previous licence holders only. Applications (on form TIP/A or ILB/A) should reach the Board of Trade, Tariff and Import Policy Division, Horse Guards Avenue, London, S.W.1, not later than September 26, 1962. Page 1 of the form should be completed and page 2 may be left blank; on page 3 and copies, only the applicant's name and address, and the description of goods should be entered.

Applicants for licences for bananas should state in a covering letter the quantity of bananas imported under their current licences since October 1, 1961 (showing separately further consignments, if any, expected to be cleared before October 1, 1962), and cleared through Customs by the licence-holder (or his clearing agent) on his own behalf.

Purchase Tax on Racing Motor Cycles and Sidecars

H.M. CUSTOMS AND EXCISE announce under Section 21 of the Finance Act, 1948, that the Treasury have made an Order entitled the Purchase Tax (No. 5) Order 1962, which relieves from tax motor cycles and sidecars constructed solely for motor cycle racing.

The Order adds the following to the list of goods which are exempt from tax under Group 27(1) of the tax Schedule:

> 'Motor bicycles constructed or adapted solely for racing, being motor bicycles conforming to international requirements recognized by the Auto-Cycle Union as regulating, for the time being, the construction of racing motor bicycles; sidecars constructed solely for attachment to such motor bicycles and combinations of such sidecars and such motor bicycles.'

It applies to goods which are despatched on sale or appropriated to retail trade or other taxable purposes by a registered trader on or after September 17, 1962 and to imported goods entered with the Customs or delivered from bonded warehouse on or after that date.

The new exemption covers cycles which conform with the regulations for motor-cycle sport issued by the Federation Internationale Motocycliste and which are constructed or adapted **solely** for racing. The following racing models are examples of the motor cycles to which the exemption applies:

A.J.S.	Model 7R
Matchless	Model G50
Norton	Models 30M and 40M

The exemption does not apply to 'sports' motor cycles (which are also covered by the regulations of the Federation Internationale Motocycliste) nor to motor cycles which may be specially built for 'scramble' or 'trials' riding.

The exemption also covers sidecars constructed solely for use, in racing, with exempt motor cycles; and combinations of these.

The Auto-Cycle Union have agreed to advise in the working of the exemption, and manufacturers and importers who wish to claim the benefit of it for a particular model of motor cycle (other than those above mentioned) should, in the first instance, submit two copies of the specification of the machine to The Secretary, Auto-Cycle Union, 83 Pall Mall, London, S.W.1. Suppliers must be in a position to satisfy the appropriate Officer of Customs and Excise that motor cycles delivered tax-free under the exemption conform with a racing specification approved by the A.C.U.

Britain and the Common Market

'Britain and the Common Market – where the negotiations now stand' summarizes the progress made towards solving the problems of British agriculture and Commonwealth trade. It also considers the wide range covered by the Treaty of Rome. Copies: United Kingdom of Council of the European Movement, 38-39 Parliament Street, London, S.W.1. Price 1s.

Imports from the People's Republic of China in 1963

THE BOARD OF TRADE in Notice to Importers No. 1016 dated September 21, 1962, have made a preliminary announcement on the licensing arrangements for imports from China in 1963. This Notice is designed in particular to assist traders intending to visit the Canton Fair which opens on October 15, and a further Notice will be issued later when final details of the arrangements for 1963 have been settled.

As previously announced in earlier Notices to Importers, a large proportion of present imports into the United Kingdom from the People's Republic of China is covered by the Open General Licence and these goods will continue to be admitted freely without the need for individual import licences.

For those goods for which quotas have already been established (with the exception of cotton and rayon textiles which have been dealt with separately in Notices to Importers Nos. 999 and 1013, and butter, for which the present quota runs until March 31, 1963), the quotas in 1963 will be not less than the amount specified in column 2 of Annex B to Notice to Importers No. 992. In addition, until December 31, 1962, licences can still be issued against any balances remaining from the 1962 quotas. There are substantial balances remaining in all cases except the following which have now been fully or virtually fully allocated:

Rabbit, frozen
Clocks
Silk piece goods for home retention
Basketware of cane, wicker or willow
Playing cards
Pottery
Pencils and crayons
Vacuum flasks

The licensing arrangements set out in paragraph 6 of Notice to Importers No. 992 will remain unchanged. Applications to import the above items against the 1963 quotas will be considered, but licences will not be valid for these imports until January 1, 1963.

Licences for the items listed in Annex A to Notice to Importers No. 992 will continue to be issued on application to the full value requested and there will be no overall limitation on imports.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by October 5, 1962.

Tariff Heading	Proposed Definition for Tariff Purposes	Applied for as	Exemption Required Until	Reference
29.01	*trans* : *trans* : *trans* – Cyclododeca-1 : 5 : 9-triene	As in previous column	December 31, 1963	5025
29.01	Cyclo-octa-1 : 3-diene	As in previous column	December 31, 1963	5026
29.13	Benzil	As in previous column	December 31, 1963	5692
29.34	Triphenyltin hydroxide	As in previous column	December 31, 1963	5664
29.34	Methylcyclopentadienylmanganese tricarbonyl	As in previous column	December 31, 1963	5686

Retail Stocks in July

THE VALUE of retail stocks declined seasonally in July, but was 4 per cent. higher than a year earlier; the volume of stocks showed no change on a year earlier. After allowing for seasonal factors, the value of stocks at end July showed a slight upward movement on the high level attained in May and June.

Estimates of Changes in Total Retail Stocks

(At cost at end of month)

Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132					
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4					
(b) At constant (Dec. 1956) prices												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122					
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	—1	nil					

(A description of the basis and construction of these estimates was given om page 1288 of the *Board of Trade Journal* of December 19, 1958.)

Retail Sales in Northern Ireland in July

STATISTICS prepared by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in July was, as in May and June, 2 per cent. higher than a year earlier.

Sales by food shops showed an increase on a year earlier of 6 per cent.; sales by clothing and footwear shops no change, while household goods shops showed a decrease on a year earlier of 3 per cent.

A brief description of these statistics was given in the *Board of Trade Journal* on March 18, 1960 (page 608). Further details may be had on application to Northern Ireland Index of Retail Sales, Room 55, Ministry of Commerce, Chichester Street, Belfast, (Telephone: Belfast 28271, Ext. 112.)

Index Numbers of Value of Sales per Week (1959 = 100) and Percentage Changes Compared with a Year Earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1960 Year	102	+ 2	101	+ 1	104	+ 4	94	— 6	105	+ 5
1961 Year	107	+ 5	108	+ 7	108	+ 4	94	Nil	109	+ 4
1961 First quarter	99	+ 7	105	+ 8	96	+11	88	— 5	93	+ 6
Second quarter	105	+ 3	107	+ 9	112	— 3	93	— 2	102	+ 2
Third quarter	104	+ 6	105	+ 6	97	+ 5	97	+10	109	+ 6
Fourth quarter	120	+ 3	113	+ 5	127	+ 4	99	— 3	131	+ 2
1962 First quarter	99	Nil	109	+ 4	87	— 9	91	+ 3	93	Nil
Second quarter	109	+ 4	113	+ 6	110	— 1	98	+ 6	105	+ 3
1962 January	97	+ 2	106	+ 5	86	— 5	88	Nil	92	+ 4
February	101	+ 5	112	+ 6	89	— 2	94	+13	94	+ 6
March	100	— 6	110	+ 1	87	—19	90	— 2	94	— 8
April	107	+ 8	111	+ 6	111	+12	91	— 1	104	+ 9
May	113	+ 2	114	+ 6	122	— 3	102	— 2	105	+ 1
June	107	+ 2	113	+ 5	97	—12	106	+21	106	+ 1
July	103	+ 2	107	+ 6	94	Nil	92	— 3	106	— 2

World Bank and IDA Annual Report

The World Bank and its affiliate IDA (International Development Association) have published their Annual Reports for the fiscal year 1961/62. Inquiries for copies should be addressed to IDA, 27 Old Jewry, London, E.C.2.

Provisional Figures of United Kingdom Trade in August

Recorded Values (Table A)

United Kingdom exports in August were valued at £289.8 million, imports at £382.8 million, and re-exports at £10.6 million.

Seasonally Adjusted Values (Table B)

After eliminating normal seasonal variation, United Kingdom exports in June, July and August were 2½ per cent. more than in the three months March, April and May. The rate of exports in the first eight months of the year was 2½ per cent. more than in the year 1961.

On the same basis, imports in June-August were 4½ per cent. more than in March-May and the average of the first eight months of this year was 2 per cent. more than the average for the year 1961.

Seasonally adjusted monthly average re-exports in June-August amounted to £13 million, the same figure as in March-May, in the first eight months of this year and in the year 1961.

United Kingdom Trade

A. Recorded Values. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1960	296·2	378·4	11·8
1961	306·9	366·5	13·2
1961 2nd Quarter	311·3	372·0	13·4
3rd Quarter	291·4	347·9	13·5
4th Quarter	312·3	360·8	13·0
1962 1st Quarter	310·7	375·0	12·7
2nd Quarter	327·2	374·9	14·4
1962 March	322·4	389·7	14·9
April	327·3	349·1	14·2
May	337·6	411·6	15·6
June	317·0	369·9	13·4
July	327·8	387·2	12·3
August*	289·8	382·8	10·6
January-August*	316·4	377·4	13·0

B. Seasonally Adjusted Values. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961 2nd Quarter	305	362	14
3rd Quarter	309	358	15
4th Quarter	304	362	13
1962 1st Quarter	306	367	12
2nd Quarter	319	369	14
1962 March	312	358	11
April	314	359	14
May	316	379	15
June	328	369	14
July	327	390	14
August*	309	387	12
January-August*	314	373	13
March-May	314	365	13
June-August*	322	382	13

* Provisional

Note:

Trade Account figures of imports and exports differ from these for visible trade in the balance of payments, where imports are entered f.o.b. and insurance and freight, in so far as they are paid abroad, are included in invisible expenditure.

Fall in Index of Retail Prices in August

THE MINISTRY OF LABOUR announce that at August 14, 1962, the official index figure which measures changes in the average level of retail prices, compared with the level at January 17, 1956 (taken as 100), was 119, compared with 120 at July 17. Calculated to one decimal, the August index was 119·4, compared with 120·4 in July.

The fall in the index during the month was due mainly to reductions in the average prices of potatoes and other fresh vegetables.*

NOTE: The index figure for August 14 has been calculated in accordance with the recommendations of the Cost of Living Advisory Committee published in March 1962. With prices at January 16, 1962, taken as 100 it was 101·6.

*Details of the principal changes between mid-July and mid-August will be given in the September issue of the *Ministry of Labour Gazette* to be published on September 27.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the under-mentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	August 17, 1962	
824,477	Malmstrom, C. and anr.	Oil regulator.
832,319	Rank Precision Industries Ltd., T/as Taylor, Taylor & Hobson.	Anamorphotic optical systems.
879,963	Solvay & Cie	Process for sulphochlorination of solid ethylene polymers.
	August 22, 1962	
798,623	Societe Industrielle de Liasons Electriques.	Method of protecting the sheathing of electric cables.
846,271	Regie Nationale des Usines Renault.	Resilient valves for fluids under pressure.
860,026	Regie Nationale des Usines Renault.	Resilient valves for fluids under pressure.
875,034	Regie Nationale des Usines Renault.	Valves for fluids under pressure.
	August 28, 1962	
814,838	Aktiengesellschaft Brown, Boveri & Cie.	Lighting arrester.
862,615	Gevaert Photo-Producten N.V.	Photographic tanning developer.
865,895	Kay Manufacturing Corp	Upholstery spring row unit and structure.
	August 30, 1962	
867,349	Parmenter, E. H.	Eye shades.
816,611	Societe D'Etudes Chimiques Pour L'Industrie et L'Agriculture.	Production of potassium sulphate.
838,583	Leinweker, F.	Removing the stalks from fruit.
792,362	Gutehoffnungshutte Sterkrade A. G.	Roller bearings for sugar-cane mills.
	September 3, 1962	
666,050	Gardiner & Gulland Ltd.	Top units for catering equipment.
776,461	Gardiner & Gulland Ltd.	Top units for catering equipment.
806,614	Cooke, W. D.	Aircraft provided with lifting rotors.
820,037	Simon-Carves Ltd.	Supporting means for pressure vessels.
845,697	Moutter, L.	Electric connector.
850,532	Simon-Carves Ltd.	Heat exchangers.
	September 6, 1962	
713,021	Rauscher, W.	Artificial teeth.
718,685	Rauscher, W. Patent of Addition to 713,021.	Artificial teeth.
859,686	Power Jets (Research & Development) Ltd.	Arrangement of blades in elastic fluid flow machinery.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Application for Cancellation of 'Licences of Right'

NOTICE is hereby given that application has been made for the cancellation of the endorsement 'Licences of Right' on the following Patent:

NUMBER	GRANTEE	SUBJECT-MATTER
697,057	Dow Corning Ltd. now known as Midland Silicones Ltd.	Heat-hardenable siloxane compositions.

Any person may give notice of opposition to the application by filing Patents Form No. 46 at the Patent Office, 25 Southampton Buildings, London, W.C.2, on or before October 26, 1962.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Study of Arabic for Businessmen

UNITED KINGDOM firms with export interests in the Middle East will be aware of the commercial advantages in having staff trained in the use of Arabic. Such training is, of course, valuable to businessmen who actually visit the area, but it should not be overlooked that, in suitable forms, it can also serve to enhance the value of business contacts generally with Middle East nationals.

For the benefit of firms who may be interested in the study of Arabic the following details are given of some of the main existing facilities which may be suitable for businessmen:

(i) The Holborn College of Law, Languages and Commerce, Princeton Street, Holborn, W.C.1 (Holborn 5431) has evening classes (beginners, intermediate and advanced) in modern literary Arabic. New facilities to be introduced are (a) a course held every Friday from 10 a.m. to 12 a.m. and 2 p.m. to 5 p.m., commencing September 14 and running till July 1963; (b) lunch-time classes on Tuesdays and Thursdays, commencing in September.

(ii) The Berlitz Schools of Languages Ltd., 321 Oxford Street, W.1 (Mayfair 4624) arrange private lessons. Fees for Egyptian Arabic: 10 lessons (minimum) £13; 60 lessons £66. Fees vary for all other variations of Arabic taught. (Fees are reduced if pupils share.)

(iii) The Linguaphone Institute Ltd., 207-209 Regent Street, London, W.1 (Regent 4347/8) has prepared a conversational course consisting of records and books for the home study of Egyptian Arabic. (A similar course is also available in Algerian Arabic.) A Personal Study Plan and Tutorial Service enabling the student to send in written exercises for correction are available without extra charge.

(iv) The St. Marylebone Literary Institute, 248 Marylebone Road, N.W.1 (Paddington 0450) has evening classes in Arabic (beginners, intermediate and advanced).

(v) Industrial Language Training Consultants Ltd., Registered Address, 95A Chancery Lane, London, W.C.2 (Holborn 8051) arranges classes (restricted to six people) in Arabic which can be held on firms' own premises. Courses, usually of 100 hours as a minimum, are held for beginners and those of intermediate standard; costing is done by 'teacher per hour.' Week-end courses are organized for refresher purposes. Inquiries should be made to Lt.-Colonel H. P. Montague at: 19 Wilton Crescent, Wimbledon, London, S.W.19 (Liberty 4516).

(vi) The Manchester College of Commerce, 103 Princess Street, Manchester 1 (Manchester Central 3682) has evening classes for first- and second-year students. Inquiries should be made to the Head of the Department of Languages at the College.

(vii) The Berlitz School of Languages, 40 Brazennose Street, Manchester, arranges private lessons. Fees: 12 lessons £10. (Fees are reduced if pupils share.)

(viii) The Berlitz School of Languages, 206 Sauchiehall Street, Glasgow, C.2 (Douglas 3946) arranges private lessons in conversational Arabic. Fees: 12 lessons £10 15s. 6d. 50 lessons £41 5s. (Fees are reduced if pupils share.)

(ix) The Birmingham College of Commerce, Aston Street, Gosta Green, Birmingham 4 (Aston Cross 3611) has evening classes in Arabic. The fee for one evening class for adult students is £2 12s. 6d.

(x) Universities: The following Universities include Arabic in their syllabuses: Oxford, Cambridge, London, Leeds, Manchester, Durham, St. Andrews, Glasgow, Aberdeen, Edinburgh, Wales (Bangor).

These are generally degree courses – not normally suitable for businessmen – but the following facilities are also available:

(a) At Leeds University lunch-hour classes (2-3 p.m.) considered to be suitable for businessmen are held on Wednesdays throughout the session. Fees for the full session are £6. (Inquiries should be made to Dr. Isserlin at the University.)

(b) Durham University offers a one-year diploma course in Arabic – but this is open to graduates only.

(c) At Manchester University occasional courses in Arabic not leading to a degree may be taken.

(d) At Edinburgh University a special course in colloquial Arabic, which can probably be adjusted to meet the needs of businessmen, is arranged from time to time. (Inquiries should be made to Dr. Montgomery-Watt at the University (Department of Arabic)).

(e) The University of Aberdeen is sometimes prepared to adapt its Arabic courses to meet more practical needs.

For further information (including further advice about the type of Arabic taught) inquiries should be made direct to the particular authorities mentioned above.

Inquiries arising from this notice should be addressed to: Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extn. 3121.)

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, September 14, 1962.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
On The Menu	Columbia Pictures Corporation Ltd.	Associated British-Pathe Ltd.	Br/E 27746	14	September 10
Look At Life Series 14: *So They All Hover Now*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 27747	9	September 10
Look At Life Series 15: *Getting Wet*	" "	" "	Br/E 27748	9	September 10
Common Market	" "	" "	Br/E 27749	18	September 10
Movietone News 1735A	Twentieth-Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27540	7	September 12
Movietone News 1736	" "	" "	Br/E 27541	7	September 12
Pathe News 62-73	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 27489	7	September 12
Pathe News 62-74	" "	" "	Br/E 27490	7	September 13
Corridors of Blood	Metro-Goldwyn-Mayer Pictures Ltd.	Producers Associates Ltd.	Br/E 27756	86	September 13
Billy Budd	Rank Film Distributors Ltd.	Anglo-Allied Pictures Ltd.	Br/E 27758	125	September 13
FOREIGN					
Rider On A Dead Horse	Warner-Pathe Distributors Ltd.	Allied Artists Picture Corporation	F 27745	67	September 10
Advise and Consent	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 27750	138	September 11
Doc's Last Stand	Rank Film Distributors Ltd.	Universal International Films Inc.	F 27751	6	September 11
Home Sweet Homewrecker	" "	" "	F 27752	6	September 11
Rock-a-Bye Gator	" "	" "	F 27753	6	September 11
Something Wild	United Artists Corporation Ltd.	Prometheus Enterprises Inc.	F 27754	113	September 12
War of the Satellites	Panton Film Distributors Ltd.	Allied Artists International	F 27755	66	September 13
The Nights of Rasputin	Metro-Goldwyn-Mayer Pictures Ltd.	Etablissement Arpa	F 27757	95	September 13

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Monthly Inquiry into Turnover in the Catering Trades

THE TOTAL TURNOVER of the catering trades in 1961 was 7 per cent. above that of 1960 and to the end of July this year turnover was 6 per cent. higher than in the corresponding seven months of 1961. These estimates summarise the results so far of the extension of the Board of Trade's monthly sample turnover inquiry to cover the catering trades; the regular publication of these results begins with this article.

Estimates of changes in retail turnover have been published for some years past and this extension of the monthly inquiry – made possible by the Inquiry into Catering held in respect of the year 1960(a) – adds to the information available about the economic situation by providing estimates of current changes for an important sector of the service trades. As well as showing the changes in the activity of these trades the new series also, of course, gives up-to-date indications of changes in an important part of consumer spending. Although a rather larger proportion of the turnover of the catering trades, compared with that of retail trade, represents amounts charged as a business expense, rather than consumers' expenditure as defined in the national accounts, changes in the turnover of the catering trades are likely to give good indications of changes in consumers' expenditure on accommodation and meals and drink away from home. The total turnover of the catering trades (which are defined to include public houses and fish and chip shops as well as restaurants, hotels, etc.) was about £1,300 million in 1960 when the total turnover of retailers was about £8,500 million. Together these trades probably account for about 55 per cent. of total consumers' expenditure.

Until there is a longer run of figures for the catering trades it will not be possible to make seasonally adjusted estimates of the changes in turnover which could be combined with those for retailers to provide estimates for these two trades taken together. Nor will it be possible for the present to give estimates of the volume of caterers' turnover at constant prices. Articles giving the latest index numbers and percentage changes on a year earlier in caterers' turnover will in future be published regularly in the issue of the *Board of Trade Journal* following that giving the latest estimates for retail trade.

The Scope of the Inquiry

The monthly inquiry, with one small exception, has the same coverage as the Inquiry into Catering in 1960. It covers most of the establishments classified to Minimum List Heading 884 of the Standard Industrial Classification that is, those mainly engaged in providing meals, refreshments, drink and accommodation. It does not include catering at registered clubs, schools and hospitals (unless provided by an outside caterer within the scope of the Inquiry) and Service canteens, nor does it cover catering establishments operated by organizations mainly engaged in retailing.[b] It does, however, cover the catering activities of organizations mainly engaged in other activities, and thus includes industrial and other canteens, bars and restaurants in cinemas, theatres and other sports grounds, etc., and establishments operated by the Hotels and Catering Services of the British Transport Commission. The monthly inquiry does not cover unlicensed hotels and boarding houses.[c] The registers for these are very incomplete, and estimates were published in the results of the 1960 Inquiry only for those with a turnover of £5,000 or more in that year. The total turnover of these larger unlicensed establishments was only £10 million in 1960 (compared with licensed hotels turnover of £169 million) and this is thought to be only a relatively small proportion of the turnover of all unlicensed establishments.

The Results

The results of the monthly inquiry are based on returns received from a relatively small sample of caterers, and for the present estimates will be given only for broad kinds of catering business. Table 2 shows how these broad kinds of business are related to the more detailed kinds of business for which separate figures were published from the 1960 Inquiry. It also shows, as a help to interpreting the results, a summary of the analysis of turnover published with the results of the 1960 Inquiry.

The 7 per cent. increase in turnover in the catering trades in 1961 and the further increase of 6 per cent. so far this year were about twice the increases in the turnover of retail trade during these periods. With the exception of the restaurants, cafes, etc., group,

Table 1 **Catering Trades**

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of Business (Turnover in 1960 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	104	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962		95	115			93	94	96	108	109	125	131					
	1961	+7	+9	+6	+8	+7	+7	+8	+11	+5	+10	+4	+5	+8	+10	+9	+8	+5
	1962	+6(a)	+6	+6			+7	+7	+3	+7	+1	+9	+5					
Licensed hotels and holiday camps: (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962		77	119			71	74	84	98	109	143	161					
	1961	+7	+6	+7	+7	+7	+2	+6	+10	+4	+10	+6	+6	+8	+8	+8	+7	+6
	1962	+7(a)	+7	+6			+8	+7	+7	+3	+2	+10	+8					
Restaurants, cafes, etc., and fish and chip shops: (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962		94	112			92	93	96	104	107	123	130					
	1961	+6	+8	+6	+5	+6	+7	+7	+9	+6	+11	+2	+2	+6	+7	+6	+7	+4
	1962	+3(a)	+4	+3			+4	+6	+2	+4	—1	+5	+2					
Public houses: (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962		99	119			100	101	98	117	114	124	132					
	1961	+9	+11	+6	+10	+8	+8	+10	+13	+5	+12	+3	+6	+10	+12	+11	+9	+6
	1962	+9(a)	+9	+10			+13	+12	+2	+14	+5	+11	+10					
Canteens and catering contractors: (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962		113	106			113	114	111	104	111	104	103					
	1961	+5	+3	+7	+7	+5	+4	+2	+3	+9	+2	+9	+10	+3	+7	+4	+4	+5
	1962	+3(a)	+5	+3			+4	+6	+5	nil	+6	+2	—1					

(a) January to July compared with corresponding period of 1961

Table 2 Comparison of kinds of business shown in monthly inquiries and 1960 Catering Inquiry

£ million in 1960 (a)

Kind of Business Shown in Monthly Inquiry (Table 1)	Total Turnover	Analyses of Turnover: Sales of Meals and Refreshments	Sales of Alcoholic Drink	Receipts from Residential Accommodation	Sales of Cigarettes and Tobacco	Receipts for other Goods and Services	Kind of Business Shown in 1960 Catering Inquiry	Total Turnover
Total, all caterers	1,290·1	380·0	623·3	83·1	162·9	40·8	Total, all caterers	1,290·1 (b)
Licensed hotels and holiday camps	169·0	44·9	41·3	71·2	5·7	5·9	Licensed hotels and holidays camps	169·0 (b)
Restaurants, cafes, etc., and fish and chip shops	307·5	232·6	20·9	3·8	28·5	21·6	Restaurants, cafes and snack bars	241·1
							Fish and chip shops	52·4
							Other catering establishments (c)	14·0
Public houses	711·5	33·2	559·9	7·4	103·0	7·9	Public houses	711·5
Canteens and catering contractors	102·3	69·3	1·2	0·7	25·7	5·4	Canteens	77·2
							Catering contractors	25·3

(a) From 1960 Catering Inquiry.
(b) In addition the 1960 Inquiry included unlicensed hotels and boarding houses with a turnover of over £5,000 in 1960, the total turnover of which was £10·1 million. These establishments are not included in the monthly inquiries.
(c) Includes catering in railway refreshment cars of the British Transport Commission. (B.T.C. hotels, are included in the figures for hotels and station buffets are included under restaurants). Also includes hotels and refreshment bars in cinemas, theatres, sports grounds, etc., where not run by catering contractors.

which has had an increase so far this year of only 3 per cent. (the same as retail trade) each of the broad kinds of business within the total have shown larger increases in turnover in both periods than has retail trade. The largest increases have been by public houses (9 per cent. in both periods) which account for over half of total catering turnover.

The figures show, as was to be expected, a marked peak in turnover in the midsummer months, the weekly average turnover being about half as large again in July and August as in January and February when trade is slackest. It is interesting to note, however, that there is also a secondary peak in turnover in December, caused almost entirely by public houses', when turnover is some 40 per cent. higher than in the slack period. The figures also show the effect of the varying dates of Easter and Whitsun on catering turnover, and as in retail trade, this factor should be borne in mind when interpreting the run of both monthly and quarterly index numbers and percentage changes on a year earlier. The effect of this factor is to some extent reduced in the figures for all caterers as the varying dates for Easter and Whitsun have, as mentioned below, the opposite effect on the turnover of canteens and catering contractors from that on other catering establishments. The importance of public houses in the field of catering as defined in this inquiry has already been mentioned. It is also worth noting that sales of alcoholic drink account for nearly a half of total turnover, and that sales of cigarettes and tobacco account for almost one-eight; together these two items account for about 60 per cent. of the total turnover of catering establishments.

Licenced Hotels and Holiday Camps

During 1961 and so far this year this group has shown the same increases as for all caterers with a 7 per cent. increase in both periods. Apart from January and February, however, increases in turnover compared with a year earlier have been rather smaller than last year. The increase in April, for example, was only 3 per cent. this year compared with 4 per cent. in 1961, although, because of the dates of Easter in the two years a much larger increase was to be expected.

The seasonal peak in the turnover of these trades is much greater than it is for other types of caterers, and the weekly average turnover in August is nearly two and a half times that of the quietest months (January and February). To some extent this wide range is caused by the inclusion in this group of holiday camps, whose trade is concentrated in a few summer months. Receipts from residential accommodation account for about 40 per cent. of the total turnover of the establishments in this group, and sales of meals and refreshments and sales of alcoholic drink each account for about one quarter.

Restaurants, Cafes, etc.

The turnover of this group of establishments rose rather less during 1961 than that of all caterers (by 6 per cent. against 7 per cent.), and so far this year there has been an increase of only 3 per cent. As with the hotels and holiday camps the increase on a year earlier in April this year was smaller than that in April 1961 in spite of the dates of Easter and in May turnover was slightly lower than a year ago, although this was partly accounted for by the position of Whitsun. The seasonal pattern of this group of trades is similar to that for all caterers, except that there is no secondary peak of turnover in December. Three-quarters of the total turnover is accounted for by sales of meals and refreshments.

Public Houses

The turnover of public houses has shown larger increases than other types of catering business, with a rise of 9 per cent. in 1961 and a similar rise so far this year. Sales of alcoholic drink account for over three-quarters of the turnover of public houses, and cigarettes and tobacco for about one-seventh, and part of the increases will have been due to increases in the prices of these items, following the 'little Budget' at the end of July last year. A small point which particularly affects the figures for this trade is that New Year's Eve, when sales are very high, was within the January period (as defined for the purposes of this inquiry) in 1962, but in the December period in 1960. As a result the increase over a year earlier in December 1961 was unduly low, and the increase in January 1962 was unduly high. The quietest months in this kind of business are the first two months of the year, after which trade builds up until it is some 40 per cent. higher in July and August. It then slackens again until December, the busiest month, with turnover about half as high again as at the beginning of the year. The seasonal peak is much less pronounced for public houses than it is for off-licences, which are covered in the retail trade statistics. Sales by off-licences are at much the same level for most months of the year, start to rise in November and are about three times as high in December as in most other months.

Canteens and Catering Contractors

This kind of business includes canteens run by business and other organizations for their staff, and also catering contractors, much of whose turnover (which in total accounts for about one quarter of the turnover in this kind of business) is derived from the operation of canteens for industrial and commercial firms, but some of which comes from catering at sports grounds, theatres, hospitals, etc. Turnover in 1961 rose by 5 per cent. and so far this year is 4 per cent. above 1961. Turnover in this kind of business is fairly steady throughout the year, although it falls off in the summer months, particularly August because of annual holidays. For the same reason the effect of the Easter and Whitsun holidays is to reduce turnover instead of increasing it as they do in other kinds of catering business. Sales of meals and refreshments and sales of cigarettes and tobacco account for about 95 per cent. of the turnover of this group (respectively two-thirds and one quarter).

Method of conducting the inquiry and calculating the results

The inquiry is, as has been mentioned above, basically an extension of the retail trade inquiry to cover the catering trades, and it is conducted, and the results are calculated, on very similar lines. The sample of catering businesses that were asked to provide figures

(*Continued on next page*)

Capital Expenditure Forecasts

Fall in Capital Expenditure by Private Industry Forecast for 1963

COMPANIES contributing to the Board of Trade's regular inquiries into fixed capital expenditure supplied forecasts during the summer of their expected expenditure during 1962 and 1963. Estimates based on these forecasts suggest that the level of expenditure by manufacturing, distributive and service industries, considered together, will be about 5 per cent. lower in 1962 than in 1961, and may fall by about a tenth between 1962 and 1963.

Expected Expenditure in 1962

Contributors' forecasts received during the summer indicate that manufacturing investment in 1962 is now expected to be somewhat lower (probably by a little more than 5 per cent.) than in 1961. This represents a downward revision of the previous estimate of a fall of only 1 per cent. which was based on forecasts made by contributors towards the end of last year and published in the *Board of Trade Journal* of January 19, 1962. A substantial part of this estimated decrease in expenditure in 1962 as compared with 1961 is accounted for by the forecasts made by companies in the iron and steel industry, but there is also a downward trend in the forecasts provided by most other industries.

The revised forecasts of capital expenditure provided by contributors in the distributive and service industries indicate that their total capital expenditure in 1962 will be a little lower than in 1961, probably by slightly less than 5 per cent. This compares with an expected increase of 8 per cent. – as estimated from forecasts provided by companies at the end of last year.

The capital expenditure of the shipping industry, which is expected to fall fairly heavily contributes substantially to this expected decline in 1962, the remaining industry groups showing little change. The fall in the actual expenditure of the distributive and service industries in the first half of 1962 is consistent with this latest forecast.

Expected Expenditure in 1963

In addition to revised forecasts of their expected expenditure in 1962, contributors also provided during the summer a preliminary forecast of their expected expenditure in 1963. These forecasts of 1963 expenditure are necessarily very provisional. They are provided well before the period of expenditure and are in many cases estimates which may be substantially revised upwards or downwards as time goes on. These preliminary forecasts for 1963 suggest that the total expenditure of manufacturing, distributive and service industries considered together will, on present intentions, fall by about a tenth from the level now forecast for 1962, with expenditure by manufacturing industry falling by rather more than that amount and expenditure by the distributive and service industries by rather less.

Within manufacturing industry the most significant contribution to the downward trend is provided by the iron and steel industry, in which developments passed their peak in the middle of 1961 and where spending is likely to be much lower in 1963 than in recent years. Reductions are, however, also expected in most other manufacturing sectors, especially in the motor vehicle industry, where similar considerations apply, and in the chemicals industry.

Within the distributive and service industries, the estimated fall in expenditure is primarily due to a further sharp decline in the expenditure of the shipping industry, which is partly balanced by an expected increase in the expenditure of the distributive (wholesale and retail) trades.

The above forecasts have been made in the normal manner (described in the *Board of Trade Journal* of September 5, 1958) – by comparing companies' forecasts for a given year with forecasts of expenditure in the previous year made at the comparable time a year earlier. Companies will, as usual, be asked later this year if they wish to revise their forecasts of 1963 expenditure.

Catering Trades (*Continued*)

regularly each month was selected from the register compiled for the Catering Inquiry for 1960. The register consisted of all known multiple traders (those with ten or more establishments) and large hotels (those with 50 or more bedrooms) and lists of names and addresses of catering establishments provided by a selection of local authorities. (a)

A selection of businesses from each of these parts of the register was asked in January 1961 to provide a single figure of their total turnover each month from that date, and for the first twelve months to give also the figure for the corresponding month of 1960, in order to enable the results of the monthly inquiry to be based upon and to project the annual figures obtained from the Catering Inquiry for that year. The monthly periods for which figures are asked correspond to those used in the retail sales inquiry and are four, four and five weekly periods each calendar quarter.

In calculating the results of the inquiry the first stage was to classify the monthly returns of traders contributing to the inquiry in each kind of business (this classification being based largely on traders' own descriptions) into a number of turnover size groups according to their turnover in 1960. From contributors' figures thus classified there was calculated the monthly pattern of sales in 1960, taking the weekly average of sales in 1960=100 for each of the size turnover groups. These patterns were then applied to the total turnover in 1960 in each size group obtained from the catering inquiry to obtain estimates of the total value of sales in each of the months of 1960. These estimates for each size group were then added together, and from these totals weekly average index numbers based on the average weekly sales in 1960=100 were calculated for each kind of business and for all caterers. For the years after 1960 the percentage changes between corresponding months of adjacent years were calculated for each size group from contributors' returns and applied to the value of estimates for the size group in the month of the earlier year. The size group estimates for the current month thus obtained were summed, and from these totals were calculated index numbers and percentage changes on a year earlier for complete kinds of business and for all caterers.

Towards the end of 1961 a further selection of caterers were asked to contribute regularly to the monthly inquiry (and for the first 12 months to give figures for corresponding figures a year earlier), and the figures of those that agreed to help have been included in the calculations; in all about 3,000 catering establishments or organizations are providing figures each month.

(a) The results of this inquiry were given in an article in the *Board of Trade Journal* of December 29, 1961, which contains some explanation of the kind of business classification and a description of the way the register was built up.

(b) These establishments were not included in the catering inquiry for 1960, but will be included in the Census of Distribution for 1961.

(c) Except a few with more than 50 bedrooms or belonging to multiple groups.

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Recent Export Orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page.

Furnaces for Pakistan

Efco Furnaces Ltd., Weybridge, have received orders from Pakistan for a number of furnaces to be used in heat treatment plant for the hardening and tempering of steel shells.

Fork-lift Trucks for Belgium

Lansing Bagnall Ltd., Basingstoke, are to supply 12 high-speed battery-electric fork-lift trucks to a Belgian brewery.

Brtish Pumps for Yugoslav Ships

Hamworthy Pumps & Compressors Ltd., Poole, are to supply pumps and compressors for ten ships being built in Yugoslav shipyards and for three floating docks. Each ship will have over twenty pieces of Hamworthy equipment.

Ploughs for Netherlands

Fifty heavy-duty 4-furrow ploughs are being supplied by Ransomes Sims & Jefferies Ltd., Ipswich, to aid the Netherlands in its land reclamation programme. The ploughs have been specially modified to suit the boggy conditions.

More Trucks and Buses for South Africa

Another £1 million worth of trucks and buses have been sold in South Africa by Leyland Motors Ltd. Leyland Worldmaster and Albion Clydesdale single-deck chassis are included in the 426 passenger and goods vehicles.

Second United States Order for BAC One-Eleven Airliner

Mohawk Airlines Inc., of New York, are the second U.S. company to order the new BAC One-Eleven airliner – they want four for delivery in spring, 1965. Announcing this, British Aircraft Corporation said that up to the middle of August, 28 One-Elevens were on order – eighteen from overseas – with options for a further 11 (6 from overseas).

Machine Tools for Russia

Newall Engineering Co. Ltd., Peterborough, have secured an order worth £1,250,000 to supply crank grinding equipment to a number of Russian factories. Delivery is to take place over eighteen months starting at the end of 1963.

New Batteries for Kowloon Bus Fleet

Kowloon Motor Bus Co. (1933) Ltd., has ordered 'Dagenite' batteries from the makers Pritchett & Gold and E.P.S. Co. Ltd., for the fifth successive year. 797 vehicles are involved.

Radar Across the Elbe

The new radar system at the port of Hamburg has been supplied entirely by Decca Radar Ltd., London, and covers five interconnected stations. Detailed coverage of the River Elbe for 16 miles will be given by the system.

Baghdad Airport Gets Lighting Equipment

G.E.C. (Lighting and Equipment) Ltd., Birmingham, have won a £300,000 contract to supply a complete electrical installation for the new Baghdad Civil Airport.

This Scammell 6-wheel drive Super Constructor and Crane semi-trailer has been delivered to Transportes Atley at El Aaiun and will be operated in the Spanish Sahara for the general transportation of oil well equipment and supplies.

New Zealand Orders Diesel Generators

A 100-ton floating crane now under construction for the Auckland Harbour Board is to be supplied with a complete diesel-electric installation by Brush Electrical Engineering Co. Ltd., (Hawker Siddeley Group). Generators, motors, pumps, capstans, ventilation units and associated equipment are included. A control console made by Allen West & Co. Ltd., Brighton, will give finger-tip operation to the floating crane.

Australia Orders Diesel Generators

W. H. Allen Sons & Co. Ltd., Bedford, are to supply a complete diesel-driven auxiliary generating unit for a new 5,500 ton freighter being built in New South Wales.

Shipping Orders from Denmark and France

Bartram & Sons Ltd., South Dock, Sunderland, are co-operating with a Bremen firm in the building of a new ferry ship for the Copenhagen-Bornholm service. Also in France, they have booked a contract to build a 10,720 tons (deadweight) vessel for Societe Navale Delmas-Vieljeux of Paris.

Diesel Engines for Italy

A.E.C., Ltd. have received an order from Italy for industrial diesel engines to power electricity generating sets.

Television Assembly Plant for Morocco

A contract worth £500,000 has been placed with the International Division of Thorn Electrical Industries Ltd. for equipment to be installed in a television assembly plant at Tetuan, Morocco. The contract includes initial supplies of television receivers, components and assembly plant.

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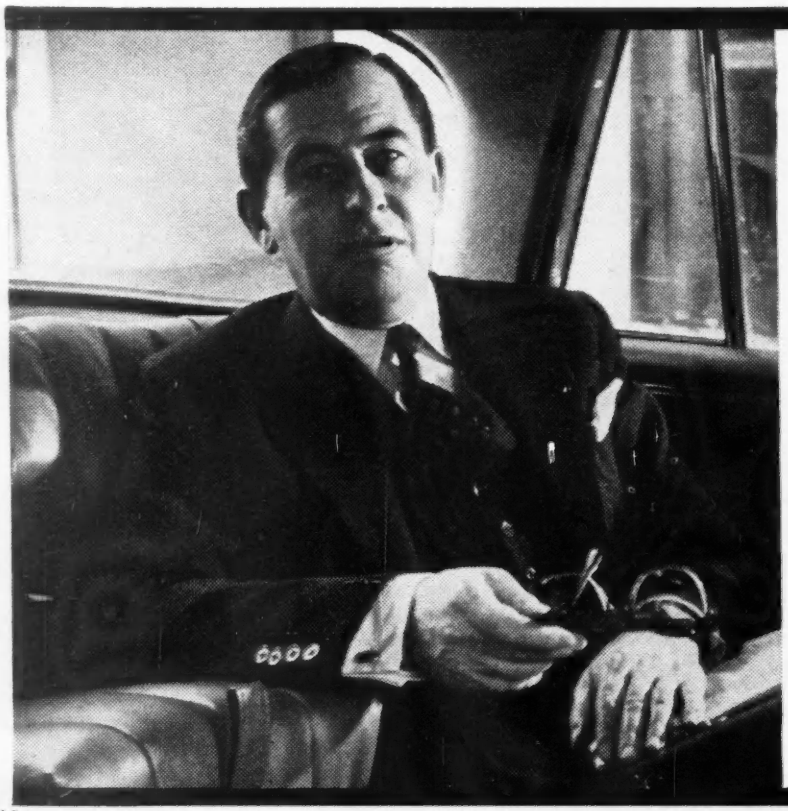

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2. The stores are at the Sea Transport Stores Depot, Chipping Sodbury, Bristol, Tel. No. Chipping Sodbury 2346, and may be inspected between the hours of 10 a.m. and 4 p.m. from Monday to Friday by arrangement with the Stores Officer.

3. Application for a detailed list of the stores available and for forms of tender should be made, in writing forthwith, to the Ministry of Transport, Room 13/12, St. Christopher House, Southwark Street, London, S.E.1.

A. R. HISCOCK

Signed by Authority of the Minister of Transport at St. Christopher House, Southwark Street, London, S.E.1, this 31st day of August, 1962.

Government Surplus Sales By Auction

War Office

1962	Stores	Location	Auctioneers
Sept. 25-26.	Machine tools, Romney & Nissen huts and miscellaneous stores.	W.D. Storage Depot, Rotherwas, Nr. Hereford.	Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel.: 4366.)
Sept. 25-27.	Motor vehicles, trailers, earth moving and lifting equipment, etc.	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272.)
October 4	Machine tools and miscellaneous stores including:	Technical Stores Depot, Old Dalby, Melton Mowbray, Leics.	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel.: 3081.)
	Kitchen & Wade radial drilling machine; Jones & Shipman universal toolroom surface grinder; Losenhousen fatigue testing machine; shot blasting plants; centre lathes 5 in. to 8½ in.; pillar bench and portable electric drills; hacksaws; double end grinders; 20 arc welders; steam cleaners; welding kits; heat treatment furnaces; electric drying ovens; dipping tanks; wood turning lathes; handsaws and circular saws; knitted cotton padding, sheeting and blanketing; baling presses; vehicles washing pumps; cine and film strip projectors; off-set printing machines; vertical and horizontal enlargers; Megger and eqidiascopes; universal dividing heads; lathe spares including: chucks tailstocks, change wheels, steadies, face plates and tool holders; 2-wheel trailers; A.V.O. other test equipment, etc.		
October 10.	Miscellaneous stores	N.C. Odnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel.: 20898.)
Oct. 18-19	Plant and Miscellaneous stores	Technical Stores Sub-Depot, Wem, Salop.	Hall, Wateridge & Owen, (Dept. L), High Street, Shrewsbury. (Tel.: 2081.)

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, Price 1s. 0d. (*Postal Orders only*).

Air Ministry

1962	Stores	Location	Auctioneers
Sept. 27	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Worcs.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel.: Kidderminster 2053.)
	The above sale will include clothing and webbing equipment, footwear repair material, balloon fabric, cordage, dinghies, parachutes, cameras, projectors and bromide paper, radio and electrical equipment, furniture and general stores.		
October 3	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, Eastgate Street, Stafford. (Tel.: Stafford 2331.)
October 4	Huts and buildings, Nissen and Seco type huts; 1,000 gall. petrol tank; 30,000 gall. high level water tank.	Royal Air Force Station, Treleaver, Cornwall	John Coad & Son, 10 Coinagehall Street, Helston, Cornwall. (Tel.: Helston 2661.) Catalogues free.
October 9	Huts and buildings; one small T.2 hangar; one Bellman hangar; 73 Nissen huts; 37 Seco huts; seven 12,000 gall. petrol tanks.	Royal Air Force Station, Weston Zoyland, Somerset.	W. H. Palmer & Sons, 14 Castle Street, Bridgwater, Somerset. (Tel.: Bridgwater 3061.) Catalogues free.
October 17	Miscellaneous stores	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Glos.	Bruton Knowles & Co., Albion Chambers, King's Street, Gloucester. (Tel.: Gloucester 2167.)

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers. (Catalogues for all sales held at Maintenance Units cost 1s. 0d. each, *Postal Orders only*.)

Ministry of Public Building & Works

1962	Description of Goods	Location	Auctioneers
Oct. 2	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Works, Supplies Division Stores, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel.: Holborn 0337.) (Catalogues, price 6d., are obtainable direct from the auctioneers.)

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Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

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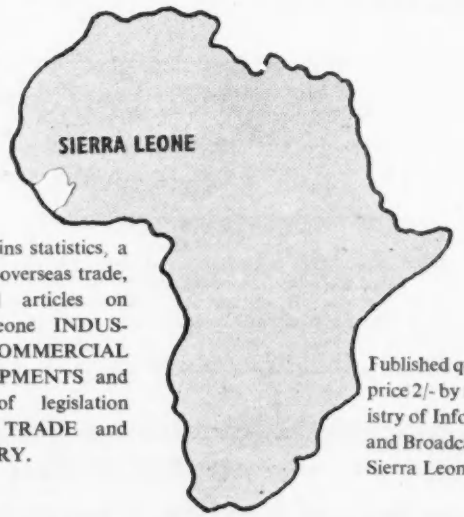
THE MINISTRY of Defence announces that the following documents in the Defence series have been published by H.M. Stationery Office, Kingsway, London, W.C.2, and branches, from whom copies may be obtained.

NEW DOCUMENTS		Price s.	d
DEF-80	Light, desk	2	0
DEF-115	Light, bulkhead	2	0
DEF-116	Light, extension	2	0
DEF-117	Fixtures, lighting, fluorescent lamp	2	6
DEF-129	Sodium metasilicate	1	6
DEF-141	Synthetic detergent powder for laundry purposes	2	0
DEF-142	Ammonia liquor	1	6
DEF-1234	Part 1, Section 10. Packaging of radioactive supplies	1	6
DG-7	Defence Guide to sampling inspection. A guide to the use of Defence Specification DEF-131	8	0

REVISIONS AND AMENDMENTS			
DEF-10	Miniature electric cables. Amendment No. 6. (Amends clause 3 (d))		3
DEF-13-B	Steel specifications (grouping system). Amendment No.1. (Amends schedules and index)		3
DEF-36	Phosphoric acid de-rusting solution, uninhibited. Amendment No. 1. (Amends clauses 2, 3 and 4)		3
DEF-56	Paper, Congo red. Amendment No. 1. (Amends clauses 2 and 3)		3
DEF-62	Sealed electrical indicating instruments. Amendment No. 2. (Amends clauses 9 and 10)		5
DEF-98-A	French chalk. (Revision of DEF-98)	2	0
DEF-109	Polyisobutylene, low molecular weight. Amendment No. 1. (Amends Appendix 'A')		3
DEF-110	Polyisobutylene, low molecular weight, lead-free. Amendment No. 1. (Amends Appendix 'A')		3
DEF-124	Methylated spirit, mineralized 61 O.P. Amendment No. 1. (Amends clause 3)		3
DEF-1053	Standard methods of testing paint, varnish, lacquer and related products. Amendment No. 6 to Method 2		3
	Amendment No. 1 to Method No. 22 (General amendments.)		3
DEF-1114	Paint, finishing, fire retardant, white and tinted white. Amendment No. 2. (Amends clauses 4, 5 and 8)		3
DEF-1144	Blankets, bed, general service. Amendment No. 2 (Amends clause 3)		3
DEF-1149-B	Paint, finishing, general service. Amendment No. 1. (Amends clause 8)		3
DEF-1194	1. Paint finishing exterior, imitation stone, emulsion base 2. Paint, undercoat, for paint, finishing, exterior, imitation stone, emulsion base. Amendment No. 1 (Amends clause 3)		3
DEF-1196-A	Cutlery and flatware. (Revision of DEF-1196)	2	6
DEF-1402	1. Paint, finishing, chlorinated rubber 2. Paint, priming, chlorinated rubber for paint, finishing, chlorinated rubber. Amendment No. 1 (Amends clauses 9 and 11.)		3

Sierra Leone Trade Journal



. . . contains statistics, a survey of overseas trade, illustrated articles on Sierra Leone INDUSTRIES, COMMERCIAL DEVELOPMENTS and details of legislation affecting TRADE and INDUSTRY.

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Subscription: Crown Agents for Overseas Government and Administration, 4 Millbank, London, S.W.1., or Mr. A. J. E. Davis, the Crown Agents Representative, 3100 Massachusetts Avenue, N.W. Washington.

Advertising: details and specimen copies from Africa & Overseas Press Agency Ltd., 13 New Bridge Street, London, E.C.4.

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	Sept. 7	Dec. 7
United Kingdom	Aug. 3	Nov. 2
Outside Europe	July 6	Oct. 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extension 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists of Trade Fairs and Exhibitions

THE FAIRS and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on September 7, August 3 and July 6, respectively.

EUROPE

Amendments:

We have been advised that the details given in the *Board of Trade Journal* for August 28, 1962, for the organizers of the Motor Show to be held in Brussels from January 16-27, 1963, should now read: Salon de l'Automobile, de la Moto et du Cycle, 22 rue du Luxembourg, Brussels, 4, and not SIMPA, 10 Place de Brouckere, Brussels, 1, as previously shown.

We have been advised that the International Horticultural Exhibition 'IGA 63' will now be held at Hamburg from April 26-October 13, 1963, and not April 26-October 10, 1963, as previously shown in the issue of January 5, 1962.

Additions:

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS (SPRING) – January 20-28, 1963.
* Apply, Salon Commercial et Professionel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris.

BRUSSELS: 4TH SALON INTERNATIONAL DU BATIMENT ET DES ARTS DECORATIFS – February 2-10, 1963.
Apply, The Building Exhibition, 11 Manchester Square, London, London, W.1. (Tel.: Hunter 1951.)

STOCKHOLM: GLASS AND CHINA TRADE BUYERS' FAIR – February 6-10, 1963.
Apply, Köpmännens Kundmässor AB, Norra Gatan 10, Gävle.

PARIS: INTERNATIONAL EXHIBITION OF QUANTUM ELECTRONIC APPARATUS – February 8-15, 1963.
Apply, Secretariat, Troisieme Congres International d'Electronique Quantique, 7 rue de Madrid, Paris 8.

PARIS: OPEN AIR EXHIBITION – April 20-May 5, 1963.
* Apply, Federation des Industries Francaises d'Articles de Sports, 60 rue de la Victoire, Paris 9e.

PARIS: 5TH INTERNATIONAL TEXTILE FAIR (M.T.I.) – May 26-30, 1963.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

Mr. Frederick Erroll (right), President of the Board of Trade, examining a miniature copy of the Sunday Telegraph on the Daily Telegraph Stand at the Adex Exhibition. With him is Mr. H. Fish.
Photo: Fox Photos Ltd.

DORNBIRN: 15TH INTERNATIONAL EXPORT AND SAMPLES (TEXTILES) FAIR – July 12-21, 1963.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.1. (Tel.: Knightsbridge 6938.)

PARIS: INTERNATIONAL LEATHER WEEK – September 7-12, 1963.
* Apply, Semaine International du Cuir, 2 rue Edouard VII, Paris 9e.

BESANCON: 14TH INTERNATIONAL HOROLOGICAL EXHIBITION – September 7-16, 1963.
* Apply, Salon International de l'Horlogerie, 54 Grande-rue, Besancon.

PARIS: SALON INTERNATIONAL DES INDUSTRIES ET ARTS DU FEU (GLASSWARE, CHINA AND POTTERY) – September 8-16, 1963.
* Apply: Monsieur le President, Salon International des Industries et Arts du Feu, 32 rue de Paradis, Paris 10e.

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS (AUTUMN) – September 8-16, 1963.
* Apply: Salon Commercial et Professionel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris.

PARIS: 50TH INTERNATIONAL MOTOR SHOW – October 3-13, 1963.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel.: City 5889.)

PARIS: INTERNATIONAL HOTEL AND CATERING INDUSTRY EXHIBITION – October 10-21, 1963.
* Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, W.C.1. (Tel.: Chancery 4224/5.)

PARIS: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION – October 11-20, 1963.
* Apply, Salon International de l'Equipement de Bureau, 6 Place de Valois, Paris.

PARIS: PROFESSIONAL OPEN AIR EXHIBITION – October 26-29, 1963.
* Apply, Federation des Industries Francaises d'Articles de Sports, 60 rue de la Victoire, Paris 9e.

TURIN: INTERNATIONAL MOTOR SHOW – October 30-November 10, 1963.
* Apply, Comitato Organizzatore Salone Int. dell Automobile, A.M.F.I.A., 61 Corso Galileo Ferraris, Turin.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 30-November 14, 1963.
* Apply, Salon de l'Enfance, de la Jeunesse et de la Famille, 23 Avenue Carnot, Paris 8e.

PARIS: INTERNATIONAL LAUNDRY EXHIBITION – November 8-18, 1963.
* Apply, Commissaire General, 80 Boulevard Malesherbes, Paris 8e.

UNITED KINGDOM

Addition:

LONDON: 12TH ELECTRICAL ENGINEERS EXHIBITION – March 18-25, 1964. At Earls Court.
† Apply, Electrical Engineers (A.S.E.E.) Exhibition Ltd., 6 Museum House, 25 Museum Street, London, W.C.1. (Tel.: Museum 3450.)

(*Continued on next page*)

British Consumer Goods on Show at Frankfurt Fair

THIRTEEN British firms exhibited at the Frankfurt International Consumer Goods Fair which was held at the Frankfurt Fair grounds from September 2-6. Four of these firms were exhibiting for the first time. In addition to the United Kingdom firms exhibiting directly, eight British firms were known to be represented through their German agents.

All the British firms expressed satisfaction with their participation. The newcomers in particular felt that they had gained valuable experience and made useful contacts; all expressed their intention of exhibiting again.

The Fair covered an area of approximately 100,000 square metres in twelve exhibition halls and eight pavilions. The goods displayed fell into the main categories of textiles and clothing, household textiles, shop window decorations and equipment, skilled handicrafts, applied arts, china, earthenware and stoneware, glass, stationery and writing materials, greetings cards, pictures, gold and silverware, jewellery, clocks and watches, trinkets, smokers' requisites, toilet articles, sanitary products, furniture and accessories, basketry and wickerwork. United Kingdom participants exhibited mainly fancy goods, gift articles, powder compacts, novelty brassware, furniture and greetings cards.

It is accepted, especially in the fancy goods trade, that the Frankfurt Spring Fair is more important that the Autumn Fair from the point of view of actual sales, as the bulk of orders for the Christmas season are placed during and subsequent to the spring event at which new ranges are displayed. It is, however, considered essential to exhibit in the Autumn in order to maintain contacts and continuity. Several Briish exhibitors reported having made useful new contacts during the course of this fair.

In addition to their importance in the German market, the Frankfurt consumer goods fairs are a most valuable source of contacts and business with third countries. Forty-five per cent. of foreign exhibitors are said to do business with third countries through the medium of these fairs.

Two thousand, four hundred and seventy two exhibitors (1961-2,547) from twenty-eight countries participated in this Autumn Fair. Of this total, 2,149 firms exhibited in halls and 323 in the national pavilions. There were 581 foreign exhibitors (23.5 per cent. of the total), 258 of which exhibited in the halls and the remainder in the National Pavilions of Denmark, Indonesia, Iceland, Italy, Malta, Austria, Poland, Sweden, Turkey and Hungary. Iceland and Malta were represented in this way for the first time. These national pavilions attracted many visitors and it is reported that a good volume of orders were placed. The emphasis in the National Pavilions was on the traditional products and handicrafts of the exhibiting countries, with special emphasis on food and wines in the Italian Pavilion.

Italy was, in fact, the leading foreign participant with 138 exhibitors (104 in the National Pavilion), followed by Austria with 81 exhibitors (53 in the National Pavilion) and Denmark with 75 exhibitors (52 in the National Pavilion). Of a total of 480 exhibitors from EEC (excluding Germany) and EFTA countries, the groups were equally represented numerically. Two special pavilions housed exhibitions of Indian, Persian, Algerian and Hungarian handemade carpets and handmade decorative articles of many nations.

Prices in the main appear to have remained steady compared with those at the Spring Fair and the general impression was that there has been a levelling off in the rate of price increases. Extended German delivery dates were reported to be causing buyers to turn more and more to foreign exhibitors for supplies, and foreign exhibitors and German importers generally were reported to be satisfied with the volume of business achieved at the Fair.

Mr. J. E. Reeve (right), Acting British Consul-General, Frankfurt, visiting the stand of a regular British exhibitor at the Frankfurt Internation Autumn Fair.

The United Kingdom (represented by British Overseas Airways Corporation), Belgium, Greece, India, Morocco, The Union of South Africa and the United States exhibited in a special pavilion which was devoted to foreign travel for the second time at this event. The Fair was attended by some 184,000 visitors of which about 11 per cent. came from 68 countries.

A British Christmas Fair in a Paris Store

AU BON MARCHE, the oldest and one of the biggest department stores in Paris, is holding a British Exhibition from November 15 to the end of December this year. The Christmas timing of the promotion means that the emphasis will be on gifts and toys. To display these the store plans a large boutique in its main hall where it is estimated that the value of the British goods shown will be around half a million new francs (£36,200).

Another feature will be the Board of Trade exhibit 'Britain Past and Present' which shows, in a series of ingenious displays, tradition and progress in Britain's industrial development. The Council of Industrial Design have also co-operated with the store by displaying a Christmas table setting surrounded by gift items and textiles chosen from the Design Index. The Scottish Council (Development and Industry) have introduced suppliers of typical Scottish products. There will be a special whisky display stand and on certain (though limited) occasions customers will be invited to a free tasting. Throughout all departments in the store there will be exhibition stands showing British goods. They will include men's and women's wear, fabrics, household articles of all kinds including china, glass, silver, table and bedlinen; jewellery, fancy goods, cosmetics, toys and games, food and drink.

The Board of Trade and the British Travel and Holidays Association are providing display material to decorate the store, and it is expected that four British Guardsmen will be on parade there from November 15 to December 15 to add yet another touch of prestige to what the store's Director has described as the most important exhibition of British goods to be staged in France for many years.

The purchasing agent for Au Bon Marche in the United Kingdom is the Brook Merchandising Co. Ltd., 48 Brook Street, Mayfair, London, W.1, in conjunction with the store's English associate, Owen Owen Ltd. The responsible official at the store itself is Mons. A. Lacaille, head of the Buying Department, Au Bon Marche, Rue de Bac, Paris 7e.

To British manufacturers of consumer goods the exhibition is of importance. Two few British goods are on sale in the Paris stores, and if the products which Au Bon Marche are showing find favour future sales could be substantial.

Exhibitions and Fairs (*continued*)

OUTSIDE EUROPE

Amendment :

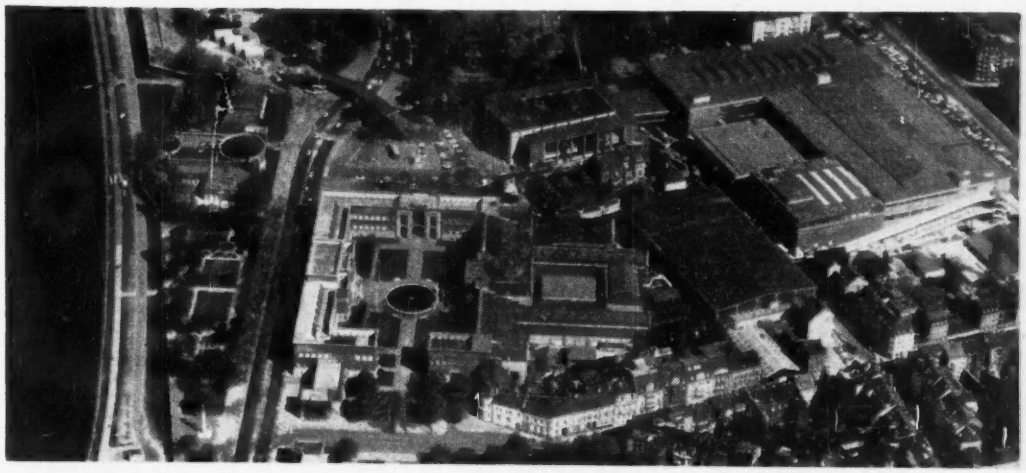
In the August 10 issue of the *Board of Trade Journal* the National Plant Engineering Maintenance Show was shown as being held at Cobo Hall, Detroit. This should read at McCormick Place, Chicago, Illinois.

Addition :

NEW YORK: CHEMICAL INDUSTRIES EXPOSITION – December 2-6, 1963. At the Coliseum.

† Apply, International Chemical Exposition Co., 480 Lexington Avenue, New York 17, N.Y.

British Exhibitor's Success at Dusseldorf Foundry Fair



Aerial view of the Exhibition grounds at Dusseldorf. Exhibition space in the halls this year totalled 60,000 sq. metres.
Photo: Dieter Storp, Dusseldorf.

THE SELECTION of Dusseldorf as the site for a foundry fair follows naturally from the city's rôle as the centre of administration of the West German iron producing industry, and headquarters of the Verein Deutscher Giessereifachleute (Association of German Foundrymen). The Fair itself (held from September 1 to 9) took place in the modern exhibition halls of the Nordwestdeutsche Ausstellungs-Gesellschaft m.b.H. (NOWEA) at the same time as the Annual Meeting of the Association of German Foundrymen. The latter arranged concurrently for the benefit of foreign visitors a programme of visits to factories and lectures relating to Planning and Management, Processing Techniques, and Industrial Control Methods in the industry.

Confirmation of the international significance of GIFA 1962 (Internationale Giesserei Fachmesse) is to be found in a comparison of the present Exhibition with that held in 1956. In that year the exhibition space in the halls covered 45,000 square metres compared with 60,000 sq. metres in the present display. Omitting exhibitors of foundry products – since the emphasis has now been laid upon foundry equipment and requirements – 286 firms displayed in 1956 compared with 337 in 1962. Of the latter 65 were from abroad. The total number of exhibitors this year amounted to 361.

The purpose of GIFA 1962 has been, not primarily to serve as a shop window for what is manufactured by the German Foundry Industry, but to present in one comprehensive display evidence of technical developments in the foundry industry on an international plane; and to demonstrate these techniques with examples of modern foundry equipment. The Fair thus covered a most comprehensive range of foundry plant and accessories, with particular emphasis upon automation in foundry workshops, methods of dust removal, problems of transport and conveyance in foundries, melting furnaces and drying kilns, shaping machines, and new control and testing methods. The latter included demonstration of non-destructive ultra-sonic testing, and X-ray testing. The development of moulding and casting methods reflects the trend to flow production and the degree of automation currently existing in the foundry. The mechanization of production processes and the application of novel moulding methods has made it possible to produce even the most complicated castings to within accuracies not previously considered possible. The foregoing covers but a random selection of examples of foundry technology which GIFA 1962 displayed, yet are in themselves sufficient to demonstrate the position of international significance which the Fair merited.

Among the 74 foreign participants 18 were British and represented the largest number of participants from any one foreign country. Equipment which they were showing included a conveyor belt sand mill, automatic sand-ramming machines, moulding machines, centrifugal casting equipment, refractory equipment, hematite pig-iron, oil-fired reverbrative furnaces, form-bores, shot blast plant, melting and induction heating equipment and many ancillary materials and equipment.

Their overall opinion of the opportunities presented to British industry by the Fair was that it was definitely very worthwhile exhibiting as it gave the opportunity of assessing competition and also meeting many new prospective customers from all over the world. One firm stated that it was the best Foundry Fair they had ever attended.

Northern Ireland Textile Industry Exhibition

THE LAMBEG, Northern Ireland, headquarters of the Linen Industry Research Association is the site from September 19-22 of a research and development exhibition which it is hoped will have widespread repercussions on the textile industry not only of Northern Ireland, but of the United Kingdom as a whole.

Based on the results of a programme of research which has been accelerating over the past 18 months, the exhibition is a collaborative effort between the L.I.R.A. and Chemstrand Limited, which manufactures Acrilan acrylic fibre at its factory at Coleraine, Northern Ireland.

The principal objective of the exhibition is to encourage the development of processes whereby the spinning, weaving, dyeing, and finishing sections of the linen industry can exploit the characteristics of Acrilan either in blend with flax or wool, or alone, in the production of new types of yarns and fabrics offering performance or properties superior to existing types of fabric.

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Times: 10 a.m.—6 p.m. daily, except Sunday. Close at 4 p.m. on final day.
Late Evenings: Open until 9 p.m. on Thursdays, 27th Sept. and 4th Oct.
Admission: 3/6, or by ticket obtainable from exhibitors. Overseas visitors free.

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9 ARGYLL STREET, LONDON W.1

British Goods on Display at Vienna Autumn Fair

PRODUCTS FROM more than 200 British firms were on show in the various pavilions and outdoor sites of the impressive Vienna Autumn Trade Fair which opened on September 9 and closed on September 16. Most of these exhibits were shown on the stands of local subsidiary companies, distributors and agents, many of whom gave pride of place to the British goods they handle.

The Vienna Fair is held twice annually. A 'Hall of Nations' is organized during the Autumn Fairs, but not during the Spring Fairs. As mentioned in the *Board of Trade Journal* for August 31, 1962, page 468, the Board of Trade arranged at this Autumn Fair a British section covering an area of about 9,000 sq. ft. in the 'Hall of Nations' on the main fair ground. The display consisted of 'joint venture' displays arranged in conjunction with the Association of Hydraulic Equipment Manufacturers (whose members were showing for the first time in an official display at an overseas trade fair) and with the Scientific Instrument Manufacturers Association, many of whose members regularly participate in overseas fairs. According to local reports the highly specialized equipment of the 12 companies in this central display feature made a powerful impression on the more technically minded visitors to the Fair.

Flanking the official displays were stands occupied by individual British firms, who otherwise would probably not have secured space in this very popular Fair. Participants making capital equipment included Stone Platt Industries, Pye Ltd., Westinghouse Brake and Signal Ltd., the Plessey Company Ltd., EMI Electronics Ltd., and the Hymatic Engineering Company Ltd. Other United Kingdom firms making hand and power tools and gardening equipment included Stanley Bridges Ltd. and Stanley Works (Great Britain) Ltd., Multicore Solder Ltd., Black and Decker Ltd., Wolf Electric Tools Ltd., James Neill and Co. (Sheffield) Ltd., Mitchell and King Ltd. and Howard Elwell Ltd. One firm, Firth and Company (Huddersfield Textiles) Ltd., showed high-grade woollen piece goods.

The outcome of the current negotiations between both Britain and Austria with the European Economic Community is still uncertain, but, whatever the result may be, the growth of trade between the United Kingdom and Austria should be given further impetus as a result of British interest in the Fair.

Apart from participation by Britain, displays in the 'Hall of Nations' were arranged by Italy, Greece, Sweden, Norway, Finland, West Germany and several Eastern Bloc countries. The United States of America again organized commercial and prestige displays in their permanent pavilion.

Furniture Advertising

The report of the marketing conference held by the Furniture Development Council in October 1961 has been published under the title 'Advertising Furniture'. The 1962 Conference will take place in Brighton from November 30 to December 2. Copies of the 1961 report are available from the Furniture Development Council, 11 Adelphi Terrace, London, W.C.2. Price 21s. (post free).

Britain the Largest Exporter of Commercial Road Transport

'THE LATEST figures for the six months ending June show that Britain has regained her position as the largest exporter of commercial road transport in the world.' This was said by Mr. L. C. T. Farmer, president of the Society of Motor Manufacturers and Traders and executive vice-chairman of the Rover Company, in his address at a Press conference in London on September 13 to announce the Commercial Motor Show at Earl's Court which opened yesterday.

Mr. Farmer said that in the latter half of 1961 Britain had dropped to second place as the largest exporters of commercial road vehicles. In view of the difficult times through which we had recently been passing it was satisfactory that we should have so quickly recovered top place. The London Commercial Motor Show was the world's biggest international exhibition of commercial vehicles and associated accessories and components, tyres and transport service equipment, added Mr. Farmer. Last year the industry's total commercial vehicle output exceeded 460,000 units – the highest figure ever recorded in this country, while exports at 168,000 were also an all-time record.

£10 million Exports

Home sales in the first seven months of this year had been at a lower level than at that time last year. There had also been a drop in exports of commercial vehicles of approximately 15 per cent., nevertheless Britain still outpaced all her rivals, and exports numbered 93,000 to the end of July. British commercial vehicles, he said, earned Britain more than £10 million worth of overseas currency every month, excluding the income which came from parts and accessories. In Europe our volume of trade in commercial vehicles with the countries of EFTA had risen by 70 per cent. in the ten years from 1951 to 1961, and currently represented about 21 per cent. of exports as compared with 12·5 per cent. in 1951. To the Common Market our trade over that period had gone up by 46 per cent., absorbing 6·5 per cent. of the overall export volume in 1951.

Exports to the Commonwealth countries (and South Africa), however, showed a decrease in volume of approximately 9 per cent. from 1951 to 1961, and stood now at 41 per cent. of total commercial vehicle exports. There were good prospects, too, in other areas, particularly in the underdeveloped countries and in the oil-rich territories of the Middle East and elsewhere.

Bigger Payloads

Mr. Farmer said that this year there would be some 490 vehicles on display – the greatest number ever – mainly British, but with competitors also from France and Germany. Though commercial vehicles were not subject to the same fashion changes as cars, there were, nevertheless, certain distinctly discernible trends in the British product, even in the short space of two years since the last Show. The increasing volume of goods to be carried by road, the greater speeds now becoming possible over longer distances and higher driver costs, had combined to provide a trend towards vehicles with greater payloads and more powerful engines.

RADIO TV FAIR IN KUALA LUMPUR

Large crowds gather round the stand of EMI Electronics Ltd., at the Radio and Television Exposition opened by Tunku Abdul Rahman, Prime Minister of the Federation of Malaya, at the Stadium Negara, Kuala Lumpur, on August 22. More than 10,000 people attended the exposition on the opening night.

The 1962 Izmir International Trade Fair

A report from the British Consulate General at Izmir

The façade of the British Pavilion at the Izmir Fair seen at night.

THE 1962 IZMIR International Trade Fair opened its doors on August 20 following an inaugural speech by the Turkish Minister of Commerce, Professor Muhlis Ete. Twenty-seven foreign countries are participating this year as against 25 in 1961. These are Austria, the three Benelux countries in a combined pavilion, Bulgaria, Czechoslovakia, The People's Republic of China, Cyprus, Denmark, West Germany, Finland, France, Hungary, India, Israel, Italy, Japan, Lebanon, Norway, Pakistan, Poland, Spain, Sweden, Great Britain, United States, U.S.S.R. and Yugoslavia.

The general opinion seems to be that many of the pavilions are on the whole not quite as well filled with exhibits as last year, although this certainly does not apply to the British Pavilion, a large and dignified structure which was acquired by the British Chamber of Commerce of Istanbul and re-planned and considerably enlarged with substantial financial assistance from the British Board of Trade. It is admirably situated facing the central area of the Fair gardens in perhaps the most prominent position in the Fair, and its appearance, especially the main façade, gives a pleasing impression of size, quiet dignity and well balanced proportions.

The exhibits on view in the pavilion itself, which is one of the largest in the Fair, are far more numerous than last year (when the British Pavilion was, of course, much smaller) and they are well displayed in the numerous stands bordering the walls on the ground and first floors, and in the central space on the ground floor. In addition, the Central Office of Information has an official stand on the upper floor which is shared with the BBC, and which has an attractive display of publicity material such as photographs, posters, small coloured cinema screens in operation, and abundant literature for distribution to the public.

The main exhibits in the British Pavilion all of which have a good appearance and finish, and in an attractively situated open space to the west of it, are motor-vehicles of all kinds, especially trucks, minibuses, passenger coaches, excavators, tractors, and so forth, motor-cycles and bicycles, medical and surgical instruments and equipment, diesel and marine motors, and a big variety of smaller exhibits like office and domestic appliances, radio equipment, cosmetics, perfumery, cameras and projectors, paints, and so forth. In addition, an open-air cinema adjacent to the pavilion shows British films every evening and judging by the size of the audiences this is proving a great attraction.

So far as the rest of the Fair goes the emphasis this year is on motor-vehicles of all kinds, including road-building machinery, tractors, motor-cycles and bicycles, light industrial machinery, hardware and consumer goods. Apart from the British the biggest and most impressive pavilions are those of Soviet Russia, the United States, West Germany and Italy, with those of France and Czechoslovakia coming after, but the general opinion seems to be that the British Pavilion, so far as an actual exhibition goes, is very near the top of this list, and so far as an actual structure is concerned, the best and most impressive in the Fair.

The United States pavilion is about the same as last year, but with somewhat fewer exhibits. The main emphasis has been laid on heavy road-building equipment, such as bulldozers, earth-movers, and so forth, but much has also been made of action and sound, such as electric sewing-machines running up shirts in a few minutes, and demonstrators explaining the exhibits through microphones. There is also a full-size model of Colonel Glenn's space capsule with the astronaut inside it.

The Russian pavilion, one of the largest in the Fair, is well stocked with a variety of exhibits ranging from industrial machinery to fancy goods, and much stress has been laid on nuclear energy with a large model of the atomic ice-breaker *Lenin* prominently displayed. Television is also much in evidence, and this is attracting large crowds, but the actual sets seem to be of an old model.

The West German pavilion is about the same as last year: high quality and well finished exhibits with an impressive display of Mercedes cars, passenger buses and other vehicles. Consumer goods are also much in evidence. The Italian pavilion, as was the case last year, is stocked with light industrial machinery, some motor-vehicles and above all with cinema projectors, all of good appearance. There is also a fair range of consumer goods. In the French pavilion there is a good selection of surgical equipment, light industrial machinery, motor-vehicles and perfumery.

The Czechoslovak display is smaller than last year but it looks attractive with its many Skoda motor-cars, industrial machinery and consumer goods. The other East European pavilions like Bulgaria, Hungary and Poland have fewer exhibits than last year and this is also the case with Yugoslavia. The smaller pavilions like Austria, Denmark, Finland, Norway, Sweden, Israel, the Benelux countries, and Spain all have light machinery and consumer goods on show,

(*Continued at foot next page*)

British Data Processing Equipment on Show in Munich

THE CITY OF MUNICH, which is rapidly developing into one of the principal Exhibitions and Fairs centres of Europe, was the venue chosen for the 1962 Congress sponsored by the International Federation of Information Processing Societies (IFIP). Held during the week August 27 to September 1, it also included an international exhibition of data processing equipment which was given the title IFIP-Interdata.

The Congress, opened by Dr. Siegfried Balke, Federal Atomics Minister, and Dr. Otto Schedl, the Bavarian Economics Minister, arranged a full programme of Congress lectures, film shows and lectures by representatives of individual firms.

About 50 firms from Germany, United States, France, Sweden and Great Britain displayed their equipment at the Interdata exhibition. The largest number of registered exhibitors were German firms, followed closely by the United States, France and the United Kingdom. A cursory glance through the official catalogue gave the impression that there were fewer exhibitors from Britain than from most other recognized electronic manufacturing countries of Europe and North America. This, however, was not the case, and a more detailed inspection of the exhibition area revealed that there was as much British equipment on display as that from any country, with the exception of the United States. A number of the British firms entered in the official catalogue displayed equipment of other British manufacturers, whilst others were represented by their distributors. The National Cash Register stand, for example, exhibited a complete Elliott 803 computer. Creed machines were seen on a number of stands.

Delegates to the Congress and visitors to Interdata came from all parts of the world. The majority were from European countries, and visitors from the United States were probably the largest overseas' contingent. Quite a number of visitors came from South-East Asia, and from Australia, New Zealand and Japan. About 70 specialists from the Eastern Bloc countries attended the Congress. European visitors included representatives of the research organizations, technical high schools, banks and large industrial enterprises.

Inquiries at the British stands were received at a consistently high rate throughout the duration of the exhibition, and at least two firms had to call for relief personnel for duty on the stands. Actual equipment displayed on two of the British stands was delivered direct to German customers after the exhibition.

Ferranti Ltd. provided a very novel attraction by inviting visitors to formulate certain arithmetical problems. These problems were sent by Telex to Manchester University to be solved by the Ferranti computer there whilst the visitor tried to solve them by normal methods. Anybody providing the correct answer before the computer's answer arrived from Manchester was to be given a diploma. Needless to say no diplomas were awarded.

Crossfield Ltd. created quite a lot of interest with their magnetic ink testing equipment and bank-note counter. They were also able to arouse considerable advance interest in their cheque-sorting equipment. They have invited 90 German bankers to see this machine when they visit the United Kingdom for a bankers' seminary in the near future.

Dobbie McInnes (Electronics) Ltd. also praised the usefulness of the exhibition, and to provide light relief at an otherwise extremely technical gathering, reproduced the outlines of a famous pin-up girl through a complicated maze of electronic equipment. It is doubtful, however, whether this was the reason why an important German research organization purchased one of the machines. Solartron Electronics Group Ltd. reported a steady stream of genuine inquiries for the digital data acquisition system which will be followed up by their Munich subsidiary. International Computers and Tabulators Ltd. also displayed equipment manufactured by Data Recording Instrument Co. Ltd. They were also pleased with the interest shown in their experimental thin film storage system.

One very encouraging feature about British participation at this exhibition was that not only did all exhibitors have literature printed in three languages, but some also had literature specially printed for this exhibition.

Izmir Trade Fair (*continued*)

whilst India, Japan, Pakistan, China and Cyprus have concentrated on consumer goods and fancy articles.

In conclusion, it might be said that in spite of the somewhat fewer exhibits to be seen in some of the pavilions this year, the mere fact that the number of pavilions has increased in 1962, as it has been doing in recent years, shows that the Izmir International Fair (which closed yesterday) is becoming an economic event of considerable international significance. The fact also that the Fair is becoming an 'exhibition' in the true sense of the word, inasmuch as selling over the counter in both the foreign and Turkish pavilions is now prohibited, has given it an additional lustre in keeping with the high status it has now attained by joining the Union of International Fairs as a full member.

CAR IN A CHINA SHOP

MELBOURNE'S newest hotel, the Southern Cross, opened on August 24 with, among other things, a forty-four foot shop window display of British goods. The management had offered this window free of charge to the British Trade Commissioner, who intends to organize a different display every fortnight. The initial display has however already caused crowds to collect; it features British pottery and glassware, but it also features a Morris 850 car standing on four Wedgwood teacups.

The Melbourne populace has been fascinated by this, but has been somewhat reluctant to believe its own eyes; comments have been heard that the car has no engine in it, and that there are hidden supports somewhere. In view of the persistence of such comments, the British Trade Commissioner invited the press and television to a ceremony on September 10 at which the whole display was dismantled and the car driven away under its own power.

Both the shop window and the goods within it are provided free (interest is already growing in the large British exhibit being planned for the Melbourne International Trade Fair next year); finance for display materials is supplied by the Board of Trade.

I.M.F. Annual Report

The 1962 Annual Report of the International Monetary Fund is now available. Inquiries for copies to the I.M.F., Washington, D.C., United States.

Overseas Trade Section

Factors Affecting Britain's Competitive Position in the Republic of South Africa

SOUTH AFRICA is traditionally a market in which British exporters enjoy, apart from tariff preferences, a number of practical advantages over their foreign competitors. A large section of the industrial and commercial community is of British origin with a predisposition to British goods and British trading methods; close banking and other financial links make for the ready conclusion of transactions; regular direct shipping and airline services give the opportunity for advantageous deliveries; an established body of resident trade representatives offers the fullest possible coverage of the market.

Changes, stemming from the rapid post-war development of local manufacturing industries, have taken place in South Africa's trade pattern and these trends can be expected to continue and intensify. While there is still considerable scope for the export to the Republic of certain classes of consumer goods, the pattern of imports is turning more and more towards capital plant and equipment, industrial materials and maintenance spares and stores. Growing competition is to be faced from several industrialized countries which are taking increasing interest in the South African market.

The *Export Service Bulletin* of September 24 will contain an assessment by the British Manufacturers' and Representatives' Association, South Africa (B.M. & R.A.), of the factors affecting Britain's competitive trade position in the Republic. It contains much useful information and advice to exporters on how to meet the challenge of present trends in the market, covering such aspects as price, quality, packing and presentation, delivery and representation.

The B.M. & R.A., which has been in existence since 1907, has its headquarters in Johannesburg and branches in Cape Town and Durban. It is widely representative of British commercial and industrial interests, and membership is open to manufacturers and trade associations in Britain and to other British commercial and financial organizations as well as to the associates, branches, subsidiaries and representatives in South Africa of British manufacturers. It maintains, for the use of its members and for answering trade inquiries, a comprehensive index of manufacturers, agents and trade marks and keeps members regularly supplied with information on general matters of interest to them including specific points related to tariff matters, import regulations and other South African regulations bearing on British trade interests in South Africa. Perhaps one of the most important services provided by the B.M. & R.A. is to supply background information to the South African Board of Trade and Industries in relation to applications to increase South African import duties when it considers these to be inimical to the interests of trade between Britain and South Africa. Similarly, drawing on its members' wide knowledge of the South African economic scene, the B.M. & R.A. makes representations about aspects of import control that seem particularly adverse to British interests. There are several trade sections that meet to deal with matters of interest to their members and to provide detailed material for representations on such subjects. Further particulars can be obtained from the B.M. & R.A., Box 3264, Johannesburg.

Hints to Businessmen Visiting the Republic of the Congo (Leopoldville) including Katanga

NOTES for the guidance of British businessmen who intend visiting the Republic of Congo (formerly Belgian Congo) on export business can be obtained on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2928).

British Trade Correspondent in Bermuda

MR. ROBERT C. LAW has now been appointed as Trade Correspondent in Bermuda. This appointment is effective from September 1, 1962. Correspondence should be addressed to him c/o Visitors Service Bureau, Hamilton, Bermuda. (Telephone: 1-2038).

Trade and Financial Arrangements

Turkey and Eastern Germany

THE TURKISH authorities have published a list of import and export quotas governing the exchange of goods between Turkey and Eastern Germany in the year ending June 30, 1963, in accordance with the Trade and Payments Agreement of April 1955 between the Union of Chambers of Commerce of Turkey and the East German Chamber for Foreign Trade.

The goods which it is proposed should be exported from Turkey to Eastern Germany include tobacco, grapes, hazelnuts, cotton piece goods, figs, hide and leather, and nutmegs.

In return, goods which it is proposed to export from Eastern Germany to Turkey include unexposed photographic films, chemicals, mechanical handling equipment, diesel and semi-diesel motors, dairy machinery and milking machines, tools, electrical generators and motors, and vehicles.

The lists allow, in principle, for total imports to Turkey of goods to the value of $11 million from Eastern Germany and for total exports of Turkish goods to Eastern Germany to the value of $9 million.

All inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757, Extn. 449.)

Switzerland and Senegal

A COMMERCIAL agreement was signed in Berne on August 16, 1962, between Switzerland and the Republic of Senegal.

The agreement provides that each country will extend most-favoured-nation treatment to the other, and contains clauses regarding the protection of investments by citizens, companies, etc., of each country in the other, with especial reference to compensation in the event of nationalization.

Switzerland agrees to the free importation of Senegalese products, including ground-nuts, phosphates, fish, hides and skins, gum arabic, titanium ore and salt. Senegal has granted annual quotas for a number of Swiss goods, including milk products (280,000 Swiss francs), chemicals and pharmaceuticals (300,000), textiles (300,000), watches (300,000), cameras, record-players, cinema projectors, etc. (100,000), and typewriters (200,000).

The agreement will remain in force for a period of two years and thereafter, unless three months' notice of termination is given.

The agreement applies in its entirety to the Principality of Liechtenstein as well as to Switzerland.

Morocco and Benelux

IT HAS RECENTLY been announced in Rabat that the trade agreement between Morocco and Benelux signed on August 6, 1958, as modified by the additional protocol dated February 24, 1961, has been renewed for one year from July 1, 1962.

Morocco and East Germany

IT HAS RECENTLY been announced in Rabat that the trade agreement between Morocco and East Germany has been renewed for a further period of one year from August 8, 1962.

No changes in the terms of the agreement appear to have been made.

Inquiries regarding this notice should be addressed to Commercial Relations and Exports Dept., Room 4138, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone TRA 8855, Extension 2662).

Address of British Embassy, Athens

THE GREEK Post Office have announced the division of Athens into postal districts and state that, henceforth, letters and parcels which do not show the postal dstrict number will be considered insufficiently addressed. At the very least, this may mean delay in delivery.

The correct address of the British Embassy is now: Gennadiou Street 4, Athens 140, Greece, and all communications sent to the Embassy (or to the Commercial Department) by postal channels, should be so addressed.

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KHARTOUM	Sunday, Monday, Thursday
LAS PALMAS	Saturday, Monday
LUSAKA	Wednesday
MALAGA	Thursday
MALTA	Sunday
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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.09, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 420), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

General (Inquiries by telephone: City 5757, Ext. 406 and 404).

AUSTRALIA

Switchgear for the Southern Electricity Authority of Queensland. November 29. E.S.B. 28780/62.*

Erection of Building for Bligh, Jessup, Bretnall and Partners, Brisbane. Closing date not known. E.S.B. 28565/62.

Television Transmitting Equipment for Postmaster-General's Department. November 8. E.S.B. 28800/62.*

Printers' Steel Furniture for Commonwealth Stores Supply and Tender Board. October 11. E.S.B. 28564/62.*

Transformers for Victorian Railways, Melbourne. October 10. E.S.B. 28569/62.

The Electricity Commission of New South Wales:

Current Transformers. November 12. E.S.B. 28562/62.*

Transformers October 15. E.S.B. 28563/62.*

BURMA

Paints and Varnishes; Paint Brushes for Ministry of Defence. October 15. E.S.B. 27989/62.*

Radio Telephone Equipment for Posts and Telegrams Department. October 10. E.S.B. 28782/62.*

Sheet Bars for Industrial Development Corporation. October 1. E.S.B. 28781/62.*

Union of Burma Purchase Board:

Wire Brushes. October 1. E.S.B. 28534/62.*
Heater Tubes. October 1. E.S.B. 28535/62.*
Manila Rope. October 2. E.S.B. 28528/62.*
Chain Pipe Wrenches. October 1. E.S.B. 28532/62.*
Steel Shafting. October 2. E.S.B. 28529/62.*
Nuts, Bolts, Washers and Screws. October 2. E.S.B. 28536/62.*
Hose-Pipe. October 2. E.S.B. 28531/62.*
Anchors. October 1. E.S.B. 28535/62.*
Linseed Oil. October 2. E.S.B. 28530/62.*
Split Links; Chain and Chain Links. October 4. E.S.B. 28586/62.*
Copper Pipe. October 4. E.S.B. 28589/62.*
Saws. October 4. E.S.B. 28590/62.*
Winches and Jacks. October 3. E.S.B. 28591/62.*
Tyres and Tubes. October 1. E.S.B. 28594/62.*
Batteries and Battery Plates. October 1. E.S.B. 28595/62.*
Belt Fasteners. October 4. E.S.B. 28587/62.*
Boiler Joints. October 4. E.S.B. 28588/62.*
Scales (Platform). October 1. E.S.B. 28592/62.*
Duplicator. October 1. E.S.B. 28593/62.*

CEYLON

Generating Sets for Anuradhapura Preservation Board. (Further Information.) Closing date postponed to October 3. E.S.B. 22929/62.

Alternators for Ministry of Transport and Works. October 10. E.S.B. 29152/62.*

Malathion for Ministry of Health. November 27. E.S.B. 28555/62.*

Pin and Clip Making Machinery for Ministry of Industries. October 15. E.S.B. 28749/62.*

Steel Bars for Tender Board, Ministry of Finance. November 6. E.S.B. 28537/62.*

Ministry of Agriculture, Land, Irrigation and Power:

Tube Wells. October 9. E.S.B. 28750/62.*
Transformers. November 27. E.S.B. 29149/62.
Underground Cable. November 27. E.S.B. 29150/62.

The Government Stores Department:

Gents' Pedal Bicycles. October 9. E.S.B. 29147/62.
Rubber Boots. October 2. E.S.B. 28180/62.

COLOMBIA

Automatic Telephone Exchange for the Municipality of Roldanillo. November 9. E.S.B. 28599/62.

EGYPT

Five-Year Plan Organization:

Mine Equipment. October 29. E.S.B. 28542/62.*
Metallurgical Plant. October 29. E.S.B. 28543/62.*
Solvent Extraction Plant. November 5. E.S.B. 28544/62.*

FORMOSA

Pumps for Central Trust of China. October 16. E.S.B. 28585/62.*

FRANCE

Mobile Radio Relay Equipment for Supreme Headquarters Allied Powers Europe. December 10. E.S.B. 28558/62.*

GERMANY (FEDERAL REPUBLIC)

No-break Power Units for U.S. Army Procurement Centre, Frankfurt. October 5. E.S.B. 28527/62.*

GREECE

Hellenic State Railways:

Card Tickets. October 2. E.S.B. 28598/62.*
Track Machines; Tools and Materials. October 12. E.S.B. 28597/62.*
Iron Beams; Angles and Plates. October 2. E.S.B. 28596/62.*

The Ministry of Trade:

Electrical Equipment. October 15. E.S.B. 28540/62.*
Generating Sets. October 16. E.S.B. 28539/62.*
Electricity Measuring Instruments. October 25. E.S.B. 29135/62.*
Telephone Exchange. October 29. E.S.B. 29134/62.*
Cinematograph Equipment. (Further Information.) Closing date now October 4. E.S.B. 24331/62.*
Equipment for Textile and Technical Schools. (Further Information.) Closing date postponed to October 6 for certain items and list of items extended. Revised tender documents available. E.S.B. 27611/61.*

INDIA

Turbine Pumps for Southern Railway. October 3. E.S.B. 29191/62.*
Turbine Pumps for Singareni Collieries Co. Ltd. October 10. E.S.B. 28783/62.*
Sub-Station Equipment for Rajasthan State Electricity Board. (Further Information.) Closing date postponed to October 6. E.S.B. 465/62.*
Furnace; Stoves; Spot Welder; Press; Vacuum Pump for Heavy Electricals (India) Ltd. October 16. E.S.B. 28727/62.
Refractory Work for Hindustan Steel Ltd. October 16. E.S.B. 28556/62.
Transformers for Chief Engineer for Electricity, Madras. (Further Information.) Closing date now October 19. E.S.B. 21844/62.

Government of Andhra Pradesh:

Boiler Plant and Accessories. (Further Information. Tender documents now available. E.S.B. 26288/62.*
Turbo-Generator Units and Auxiliary Equipment. (Further Information.) Tender documents now available. E.S.B. 27418/62.*

College of Engineering, Trivandrum:

Heat Engine Laboratory Equipment. October 29. E.S.B. 28786/62.*
Heat Engine Laboratory Equipment. October 29. E.S.B. 28787/62.*

(*Continued on next page*)

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Information for U.K. Exporters (*Continued*)

Department of Supplies and Disposals:
Excavators. November 20. E.S.B. 28771/62.*
Thread Grinding Machine. October 16. E.S.B. 28770/62.*

Western Railways, Bombay:
Rectifier Set. November 15. E.S.B. 28728/62.*
Rectifier Set. November 15. E.S.B. 28729/62.*
Rectifier Set. November 15. E.S.B. 28730/62.*
Rectifier Traction Sub-Station. November 15. E.S.B. 28731/62.*

Atomic Energy Establishment, Trombay:
Gama Irradiation Unit. October 17. E.S.B. 28712/62.
Ionization Chamber and Electro-Meter. October 16. E.S.B. 28711/62.
Vacuum Double Seamer. October 12. E.S.B. 28710/62.
Potentiometer. October 17. E.S.B. 28709/62.
Television Equipment. October 16. E.S.B. 28708/62.
Electric Vibrators and Feeders. Tender documents now available. E.S.B. 28317/62.*
Recorder (Direct Writing). Tender documents now available. E.S.B. 28318/62.*
Thickness Gauge. Tender documents now available. E.S.B. 28319/62.*
Cutting Equipment. Tender documents now available. E.S.B. 28321/62.*
Switchboards. Tender documents now available. E.S.B. 28322/62.*
Oscilloscope Camera. Tender documents now available. E.S.B. 28323/62.*
Densitometer. Tender documents now available. E.S.B. 28324/62.*
Steel Plates. October 1. E.S.B. 28714/62.
Molybdenum Wire and Sheets. October 1. E.S.B. 28707/62.
Infra-Red Gas Analyzer. October 18. E.S.B. 28715/62.

IRAN

Tyres and Tubes for Ministry of War. October 8. E.S.B. 28335/62.*

IRAQ

Manila Ropes for Iraqi Ports Administration. October 24. E.S.B. 29156/62.

Ministry of Defence:
Water Meters, Pipes and Fittings. October 8. E.S.B. 28516/62.*
Cinematograph Accessories. October 8. E.S.B. 28517/62.*
Rubber and Leather Soles and Heels. October 3. E.S.B. 28519/62.*
Mechanical Bakeries. October 10. E.S.B. 28518/62.*
Signals Equipment. (Further Information.) Tender documents now received. E.S.B. 27786/62.*

Ministry of Agriculture:
Chemicals. October 28. E.S.B. 28510/62.
V.H.F. Radio-Telephone Equipment. October 28. E.S.B. 28506/62.

Ministry of Municipalities:
Electrical Line Installation. October 6. E.S.B. 29167/62.
Switches and Fuses. October 13. E.S.B. 29171/62.*
Conductors. October 27. E.S.B. 28514/62.
100 kW Electrical Sets. October 20. E.S.B. 28511/62.
Electrical Materials. (Further Information.) Tender documents now received. E.S.B. 27772/62.*
Meter Testing Equipment. (Further Information.) Tender documents now received. E.S.B. 27773/62.*

IRISH REPUBLIC

Pumps for Cavan County Council. October 1. E.S.B. 28795/62.
Pumping Plant for Limerick County Council. October 26. E.S.B. 28794/62.
Lifts for the Office of Public Works, Dublin. October 2. E.S.B. 28792/62.
Water Purification Plant for Ennis Swimming Pool Committee. October 7. E.S.B. 28793/62.

JORDAN

Construction of Sewage System for Counucil of the Municipality of Amman. December 1. E.S.B. 28546/62.

KOREA

Government of the Republic of Korea:
Miscellaneous Machinery. October 9. E.S.B. 28548/62.*
Slide Projector. October 8. E.S.B. 28547/62.*

KUWAIT

Ministry of Electricity and Water:
Batteries. October 10. E.S.B. 28739/62.*
Electricity Conductor Fittings. October 14. E.S.B. 28740/62.*
Welding and Foundry Materials. October 3. E.S.B 28741/62.*
Hand Tools and Accessories. October 17. E.S.B. 28743/62.*

MALAYA

Paint for Office of the State Engineer, Selangor. October 11. E.S.B. 28789/62.

MEXICO

Construction of Roads for La Secretaria de Obras Publicas del Poder Ejecutivo. November 1. E.S.B. 29407/62.*

NEW ZEALAND

Electricity Meters for Dunedin City Corporation Electricity Department. October 19. E.S.B. 28733/52.*

General Post Office:
Cable Conduits. October 15. E.S.B. 28767/62.*
Mild Steel Tubes. October 15. E.S.B. 28768/62.*
Trenching Machines. October 19. E.S.B. 28769/62.*

PAKISTAN

Marine Diesel Engines for Fishermen's Co-operative Society Ltd. October 3. E.S.B. 25872/62/A.I.D.
Chemicals for Investment, Promotion and Supplies Department. October 10. E.S.B. 28701/62.
Sugar Mill Plant for West Pakistan Industrial Development Corporation. October 31. E.S.B. 28549/62.*

Pakistan Eastern Railway:
Fish Plates (Compound). November 5. E.S.B. 28703/62.
Fish Plates. November 5. E.S.B. 28702/62.
Steel Bolts, Nuts and Washers. November 5. E.S.B. 28704/62.
Diesel Engine and Motor Generator Sets. (Further Information.) E.S.B. 27948/62.*
Generator Sets. October 11. E.S.B. 28583/62.*
Turbo Alternator Set. (Further Information.) E.S.B. 27949/62.*

The Directorate of Supply:
Bitumen Asphalt Cement. October 15. E.S.B. 28574/62.*
Pottery Equipment. October 10. E.S.B. 28575/62.*

Telegraph and Telephone Directorate-General:
Wireless Components and Wires. October 2. E.S.B. 28570/62.*
Air-Conditioning Equipment. Closing date postponed to October 9. E.S.B. 26820/62.*
Air-Conditioning Plant. Closing date postponed to October 8. E.S.B. 25739/62.*
Air-Conditioning Equipment. Closing date postponed to October 8. E.S.B. 25691/62.*
Air-Conditioning Equipment. Closing date postponed to October 9. E.S.B. 26819/62.*
Air-Conditioning Plant. (Further Information.) Closing date postponed to October 1. E.S.B. 25738/62.
Air-Conditioning Plant. (Further Information.) Closing date postponed to October 1. E.S.B. 25690/62.
Wireless Measuring and Testing Equipment. October 4. E.S.B.28571/62.*

PORTUGAL

Port Improvement Works for Direccao dos Servicos Maritimos. October 2. E.S.B. 28345/62.

PORTUGUESE EAST AFRICA

Electrical Equipment for Ports, Railways and Transport Department. October 14. E.S.B. 29131/62.
Road Construction for Public Works Department, Lourenco Marques. October 16. E.S.B. 28796/62.
Hydro Electric Projects for Servicos Autonomos de Electricidade de Mocambique. November 28. E.S.B. 29118/62.

PORTUGUESE WEST AFRICA

Pipes for Luanda Water and Electricity Department. October 18. Tender documents (in Portuguese) available. E.S.B. 29140/62.*

RHODESIA AND NYASALAND

Ambulances for the R.N.A.S.C. Army Headquarters. October 5. E.S.B. 28735/62.*

The Ministry of Health:
Procaine Penicillin Injection. October 5. E.S.B. 28737/62.*
Oxygen Tent and Cot Canopy. October 5. E.S.B. 28736/62.*
Electro-Encephalograph Paper. October 5. E.S.B. 28738/62.*

The City Engineer's Department, Salisbury:
Sewage Disposal Plant. October 16. E.S.B. 28582/62.*
Beer Tanker Trailers. October 23. E.S.B. 28790/62.

SINGAPORE

Anhydrous Ammonia for City Council Water Department. October 23. E.S.B. 28788/62.*

SOUTH AFRICA

Surgical Sundries for Natal Provincial Administration. October 3. E.S.B. 28799/62.*

State Tender Board:
Parking Meters. October 1. E.S.B. 29143/62.*
Differential Thermal Analysis Apparatus. October 8. E.S.B. 29110/62.*
Motor Accessories. October 15. E.S.B. 29102/62.*
Microscope. October 5. E.S.B. 29109/62.*
Water Tank Trucks. October 12. E.S.B. 28772/62.*
Battery Charging Sets. October 8. E.S.B. 28351/62.*
Logging Equipment. October 5. E.S.B. 29107/62.*
Small Tools. October 8. E.S.B. 29108/62.*

Transvaal Provincial Tender Board:
Page Master Call System. October 12. E.S.B. 29144/62.*
X-Ray Equipment. October 12. E.S.B. 29176/62.*

South African Railways:
Crawler Mounted Excavators. October 12. E.S.B. 28773/62.*
Isolating Links. October 12. E.S.B. 28775/62.*
Springwashers. October 12. E.S.B. 28777/62.*
Electrical Signalling Material. November 23. E.S.B. 28779/62.*
Copper Wire. (Further Information.) E.S.B. 27972/62.*

South West African Tender Board:
Generating Sets. October 2. E.S.B. 29103/62.*
Air Compressors. October 2. E.S.B. 29104/62.*
Low Bed Trailer. October 2. E.S.B. 29105/62.*
Pharmaceuticals and Vaccines; Glassware. October 2. E.S.B. 29106/62.*

SOUTH VIETNAM

Acetic Acid Manufacturing Plant for Cong Ty Duong Vietnam. October 31. Tender documents available. (Technical specification in French.) E.S.B. 28630/62.*
Tyres and Tubes for Central Purchasing Authority. October 10. E.S.B. 29155/62.*

SUDAN

Galvanized Piping for Ministry of Works. October 13. E.S.B. 29124/62.*
Fire Fighting Equipment for Civil Aviation Department. October 15. E.S.B. 29122/62.*

Department of Stores and Equipment:
Hats. October 20. E.S.B. 29125/62.
Typewriters. October 6. E.S.B. 29123/62.
Jerricans. October 14. E.S.B. 29121/62.

Department of Posts and Telegraphs:
Generating Sets. October 16. E.S.B. 29116/62.*
Cable. October 17. E.S.B. 29117/62.*

SYRIA

Television Receiving Sets for Organization for Executing the Industrial Projects. November 1. Tender documents (in Arabic) available. An unofficial English translatiton also available. E.S.B. 29126/62.*

(*Continued on page* 627)

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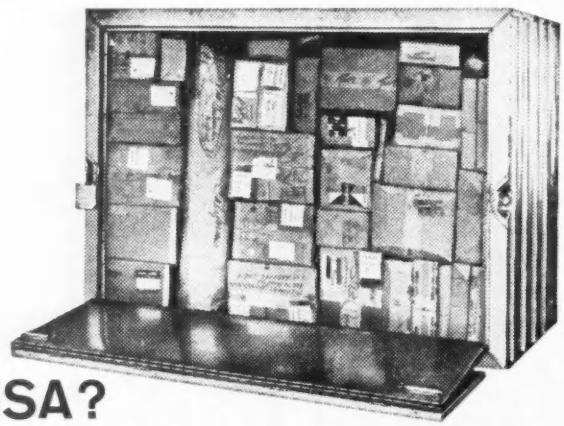

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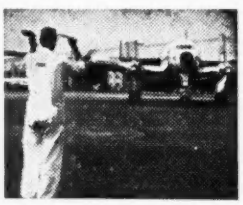

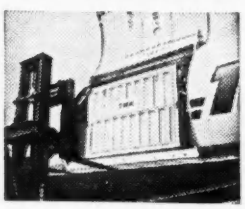

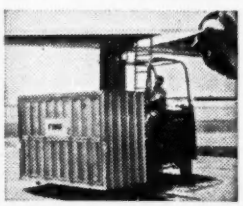

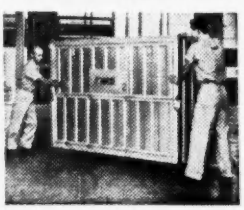

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Information for U.K. Exporters (*Continued*)

THAILAND

Antennae Wire for the Department of Transport. October 25. E.S.B. 28722/62.

State Railways of Thailand:
Jerry Cans. October 3. E.S.B. 28723/62.
Paint. October 8. E.S.B. 28724/62.
Copper Sulphate. October 4. E.S.B. 28726/62.

TURKEY

Rock Bits for Devlet Uretme Cifdikleri, Genel Mudurlugu. October 1. Tender documents (in Turkish) available. E.S.B. 28744/62.

Paper Bag Manufacturing Plant for the Cement Industry Corporation. October 10. Tender documents (in Turkish) available. E.S.B. 28745/62.*
Calculators for Devlet Malzeme Ofisi, Umum Mudurlugu. October 1. E.S.B. 29141/62.*

Devlet Su Isleri Genel Mudurlugu:
Spraying Units. October 17. E.S.B. 28551/62.*
Cable Drilling Tools; Magnet Fishing Tools. October 8. E.S.B 28552/62.*

UNITED STATES OF AMERICA

Gantry Crane for Department of the Interior, Bureau of Reclamation. October 2. E.S.B. 29127/62.*

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Australia
Inquiry for bogies. (E.S.B. 28282/62.)
Inquiry for engineering products and industrial supplies. (E.S.B. 18770/62.)
Inquiry for cosmetics; chemicals; earthmoving equipment; motor scooters and accessories; outboard motors; fibre glass boats; guns (sporting rifles). (E.S.B. 26956/62.)
Reference to the Special Advisory Authority. (C.R.E. 4715/62.)

Austria
Market report on domestic refrigerators, washing machines and refrigerated counters. (E.S.B. 25477/62.)

Brazil
Industrial and trade developments – July 1962. (C.R.E. 1251(3)G.)

Burma
Economic report– August 1962. (C.R.E. 2161/60.)

Canada
Agency inquiry for treacle. (E.S.B. 27319/62.)
Inquiry for steel tent pegs – further information. (E.S.B. 26798/62.)
Inquiry for children's clothing. (E.S.B. 28659/62.)
Federal Government contracts. (E.S.B. 8051/62.)
Canadian motor dealers visit Britain.

Ceylon
Inquiry for plastics raw materials; machinery for making plastics pipes. (E.S.B. 28043/62.)
Inquiry for machinery for making laminated sheet. (E.S.B. 28041/62.)
Inquiry for ice-cream machinery and equipment. (E.S.B. 28695/62.)
Inquiry for lace machinery; cotton yarn. (E.S.B. 28008/62.)
Inquiry for machinery and raw materials for making cutlery. (E.S.B. 27841/62.)
Inquiry for machinery for manufacturing buttons. (E.S.B. 28034/62.)
Inquiry for textile machinery. (E.S.B. 28042/62.)

Egypt
Inquiry for steel pipes; aluminium sulphate. (E.S.B. 27996/62.)
Inquiry for linoleum; steel tubes and poles; tramcar components; railway sleepers; electric lamps. (E.S.B. 28398/62.)
Inquiry for sewerage equipment. (E.S.B. 28397/62.)

Formosa
Economic report, April-June 1962. (C.R.E. 3279/62.)

France
Agency inquiry for machine tools; mechanical handling plant; grinding materials; fireproof materials. (E.S.B. 28198/62.)
Agency inquiry for foodstuffs; raw materials. (E.S.B. 28265/62.)
Agency inquiry for fishing tackle; camping equipment; whisky and gin; foodstuffs; textiles; clothing; hardware. (E.S.B. 28904/62.)
Agency inquiry for boilers and equipment. (E.S.B. 28848/62.)
Inquiry for fully fashioned knitwear. (E.S.B. 28186/62.)
Manufacture under licence – plastics ; building construction equipment; industrial hand tools. (E.S.B. 28354/62.)

Germany (Federal Republic of)
Agency inquiry for industrial and protective clothing. (E.S.B. 28300/62.)
Inquiry for woollen and worsted textiles. (E.S.B. 28208/62.)
Inquiry for engine components. (E.S.B. 17715/62.)
Manufacture under licence – preserves. (E.S.B. 28233/62.)
Market report on sports goods. (E.S.B. 22500/62.)
Economic report, September 3-September 9, 1962. (C.R.E. 1479/G.)

Hong Kong
Agency inquiry for stationary petrol engines. (E.S.B. 28451/62.)

India
Inquiry for tyre valves; bead wires; rubber. (E.S.B. 28054/62.)
Inquiry for electric furnaces. (E.S.B. 28409/62.)

Iran
Inquiry for hotel equipment. (E.S.B. 28223/62.)

Iraq
Market report on pharmaceuticals. (E.S.B. 21514/62.)

Israel
Agency inquiry for yarn printing machinery. (E.S.B. 28696/62.)

Italy
Agency inquiry for foodstuffs; beverages; confectionery. (E.S.B. 28654/62.)
Inquiry for ice-cream machinery and raw materials. (E.S.B. 28459/62.)

Jamaica
Agency inquiry for dairy equipment. (E.S.B. 28290/62.)

Jordan
Manufacture under licence – biscuits. (E.S.B. 28130/62.)

Kuwait
Inquiry for mirrors. (E.S.B. 28935/62.)
Inquiry in respect of industrial development. (E.S.B. 28081/62.)

Lebanon
Agency inquiry for worsteds. (E.S.B. 24522/62.)
Consultancy. (E.S.B. 28657/62.)

Malaya
Agency inquiry for stone crushers. (E.S.B. 28195/62.)

Netherlands
Agency inquiry for textile raw materials. (E.S.B. 28425/62.)
Agency inquiry for knitwear. (E.S.B. 25397/62.)

New Zealand
Agency inquiry for textiles. (E.S.B. 27615/62.)

Philippines
Regulations governing packing, labelling, marking or branding imports.

Sierra Leone
Inquiry for hotel equipment. (E.S.B. 27573/62.)

Singapore
Inquiry for constructional and engineering equipment. (E.S.B. 28427/62.)
Inquiry for machinery for making cast iron pipes. (E.S.B. 28020/62.)

South Africa
Agency inquiry for piece-goods; fancy goods; jewellery. (E.S.B. 28295/62.)
Inquiry for machinery and materials for making powder puffs. (E.S.B. 28243/62.)
Factors affecting Britain's competitive position. (C.R.E. 11725/61.)

Sweden
Inquiry for film projectors. (E.S.B. 28691/62.)

Sweden/Poland
Trade Agreement. (C.R.E. 5055/G.)

Switzerland
Agency inquiry for diving suits and equipment; high pressure compressors. (E.S.B. 28655/62.)
Agency inquiry for yachting hardware; marine clothing. (E.S.B. 28087/62.)
Inquiry for ink making equipment and materials. (E.S.B. 28143/62.)
Economic report, July 1962. (C.R.E. 2838/60.)

Tanganyika
Agency inquiry for iron bars and angles; metal mesh; pipes and fittings. (E.S.B. 28466/62.)

Thailand
Agency inquiry for motor cars; diesel engines; refrigerators; air conditioners; electrical appliances. (E.S.B. 28699/62.)
Economic report, August 1962. (C.R.E. 2653/60.)

The Trucial States
Market report on engines and pumping sets. (E.S.B. 26686/62.)

Turkey/Eastern Germany
Trade Agreement. (C.R.E. 457/55.)

United States of America
Inquiry for plastics hose; G.I. sheet. (E.S.B. 27629/62.)
Inquiry for razor blades. (E.S.B. 28158/62.)
Inquiry for motor car accessories. (E.S.B. 28026/62.)
Inquiry for gift items; novelties; toilet requisites; pharmaceutitcals. (E.S.B. 28256/62.)
Manufacturers under licence – protective coatings. (E.S.B. 28253/62.)
Collaboration – pharmaceuticals; veterinary drugs. (E.S.B. 28009/62.)

Venezuela
Market report on food processing machinery. (E.S.B. 25142/62.)

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Tariff, Customs, Import and Other Regulations in Overseas Countries

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THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

MOROCCO

Customs Tariff Modifications

THE MOROCCAN *Bulletin Officiel* of August 10, 1962, published the modifications shown below to the table of Customs duties (*ad valorem*) levied on importation into Morocco. These modifications came into force from August 15, 1962:

Tariff No.	Description	Tariffs	
		General Tariff	Working Tariff
28-38	Sulphates and alums; persulphates:		
	A. Sulphates:		
	1. Of copper	40	25
	2. Of chromium	40	10
	3. Of aluminium (including basic sulphate)	40	25
	4. Other	40	20
	B. Alums	40	20
	C. Persulphates	40	20
32-07	Other colouring matter; inorganic products of a kind used as luminophores:		
	A. Other colouring matter:		
	1. Pigments with a sulphur of zinc base (lithopone and similar)	20	Ex.
	2. Metallic powders and grains presented in the form of concentrated dispersions in all media (under the form of blendings comprising relatively high proportions of surface-active agents or of organic binders) and not being usable in this state as prepared paints	20	10
	3. Other	20	10
	B. Inorganic products of the kind used as luminophores	20	10
34-02	Organic surface-active products; surface-active preparations, and preparations for washing, whether containing soap or not:		
	A. Organic surface-active products	80	30
	B. Surface-active preparations:		
	1. In a form for retail sale	80	45
	2. Other	80	30
	C. Washing preparations:		
	1. In a form for retail sale	80	45
	2. Other	80	30
48-07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared, and not constituting printed matter within Chapter 49), in rolls or sheets:		
	A. Coated to take printing plates	60	20
	B. Micaceous	60	20
	C. Tar-lined, bituminized, tar-felted, strengthened or not, and coated with sand or like products	60	30
	D. Other	60	20
59-02	Felt and articles of felt, impregnated or coated:		
	A. Felt in pieces or simply cut in shape of squares or rectangles:		
	1. For roofing, also known as damp-proof felts:		
	a. Raw felt, not impregnated or coated	60	10
	b. Impregnated, coated, or otherwise treated	60	30
	2. Other:		
	a. Raw felt, not impregnated or coated	60	15
	b. Impregnated, coated, or otherwise treated	60	15
	B. Other:		
	1. Raw felt, not impregnated or coated	60	15
	2. Impregnated, coated, or otherwise treated	60	15
64-05	Parts of footwear (including uppers, in-soles, and screw-on heels) of any material except metal:		
	A. Combinations formed of shoe uppers fixed to base soles or to other lower parts and without outer soles	100	80
	B. Other:		
	1. Soles (outer, middle or inner), pattens, heels, heel pieces, toe or heel caps, buttresses and similar pieces	100	80
	2. Uppers and tongues, legs and quarters, linings or parts of linings, leg strengtheners, lining strengtheners and other shoe parts	100	80
64-06	Gaiters, spats, leggings, puttees, cricket pads, shin guards and similar articles and their parts	100	80
65-01	Hat forms, hat bodies and hoods of felt, neither blocked to shape nor with made brims; plateaux and manchons, (including slit manchons) of felt:		
	A. In hair-felt or wool and hair felt	100	60
	B. Other	100	60
65-02	Hat-shapes, plaited or made from plaited or other strips of any material, neither blocked to shape nor with made brims:		
	A. In shavings or bands, of wood, straw, tree bark, esparto, aloe, abaca, sisal or other vegetable fibres not spun:		
	1. Plaited from only one piece	100	35
	2. Other (meshed, netted, etc.)	100	35
	B. In synthetic or artificial textile fibres, in artificial plastics materials, in paper lame, or in fibres coated or combined with artificial plastics materials	100	60
	C. In other materials:		
	1. In paper, pure or blended with wood shavings, straw, bark, abaca, esparto, aloe, sisal, or other vegetable fibres not spun	100	60
	2. In wool, silk or natural leather, in cotton, flax, or in other spun vegetable fibres (pure or blended with shavings or bands of wood, straw, bark, esparto, aloe, abaca, sisal or other vegetable fibres not spun or pulped)	100	60
	3. In other materials	100	60
65-03	Felt hats and other felt headgear, made from felt hoods and plateaux falling under head 65-01, whether or not lined or trimmed:		
	A. Not lined or trimmed:		
	1. In hair felt, or hair and wool felt	100	60
	2. Other	100	60
	B. Lined or trimmed:		
	1. In hair felt, or hair and wool felt	100	60
	2. Other	100	60
65-04	Hats and other headgear, plaited or made from plaited or other strips of any material, whether or not lined or trimmed:		
	A. Not lined or trimmed:		
	1. In shavings or bands of wood, straw, bark, esparto, aloe, abaca, sisal or other vegetable fibres not spun	100	60
	2. In other materials	100	60
	B. Lined or trimmed:	100	60
65-05	Hats and other headgear (including hair nets) knitted or crocheted, or made up from lace, felt, or other textile fabric in the piece (but not from strips) whether or not lined or trimmed:		
	A. Knitted or crocheted, pressed or not	100	60
	B. Other	100	60
65-06	Other headgear, whether or not lined or trimmed:		
	A. Metal headgear (metal helmets)	100	35
	B. Other	100	60
65-07	Head bands, linings, covers, hat foundations, hat frames (including spring frames for opera hats), peaks and chinstraps for headgear	100	25
73-13	Iron or steel sheets or plates, hot-rolled or cold-rolled:		
	A. Magnetic sheets or plates	15	Ex.
	B. Other:		
	1. Simply hot-rolled or cold-rolled, pickled or not	15	Ex.
	2. Simply glazed, lustred, or polished	15	Ex.
	3. Clad, coated or otherwise surface-treated		
	I. Tinned	15	Ex.
	II. Zinc-coated (galvanized) or leaded:		
	(a) Of a thickness less than 0·50 mm.:		
	m. Smooth	15	5
	n. Corrugated	15	7·5
	(b) Other	15	Ex.
	III. Other	15	Ex.
	4. Otherwise shaped or worked	15	Ex.
73-14	Iron or steel wire, coated or not, but not insulated:		
	A. Uncoated, rough or finished:		
	1. Rough (clear or tempered):		
	I. Clear	50	Ex.
	II. Tempered black	50	25
	2. Finished (whitened, polished, oxydized, darkened, parkerized, etc.):		
	I. Steel wire drawn white having been subjected to special treatment to be used directly as binding for packing cases of which the cross-section of the oval section has a width of 1·3 mm. and a tensile strength of 130-140 kilos. to the square millimetre	50	10
	II. Other	50	Ex.
	B. Coated:		
	1. Metallized (zinced or galvanized, tinned, coppered, nickelled, gilted, etc.)	50	Ex.
	2. Other (varnished, painted, lacquered, etc.)	50	Ex.
	C. Plated	50	Ex.

Morocco (*Continued*)

Tariff No.	Description	Tariffs	
		General Tariff	Working Tariff
73-24	Compressed gas cylinders and similar pressure containers, of iron or steel:		
	A. Weldless	60	15
	B. Other	60	35
73-25	Cables, cordage, ropes, plaited bands, slings and the like, of iron or steel wire, excluding insulated electric cables:		
	A. Steel wire cables coated or plated of high resistance (120 kgs. to a square mm. and more) of a diameter at least 1·4 mm.	40	5
	B. Other	40	20
74-03	Wrought bars, angles, wire, shapes and sections of copper:		
	A. Bars and angles:	25	Ex.
	B. Wire:		
	1. Of brass, full sections, of which the cross-section, in rectangular form, is not greater than 6 mm. in width and 1 mm. in breadth of the wire	25	Ex.
	2. Other:		
	(a) Threaded, drawn, or extruded	25	20
	(b) Rolled	25	Ex.
74-19	Other copper articles:		
	A. Accessories for power transmission lines and for haulage lines (suspension pieces, mooring grapples, swing-bars, etc.)	50	10
	B. Table articles, novelties and ornaments in pure copper, in alloyed, in gilded or silvered copper	50	35
	C. Plates of brass, dye-stamped, and 'flans' of stamped brass, exclusively for use, after dye-stamping, for manufacture of clock dials	50	10
	D. Other copper manufactures	50	25
76-02	Bars, angles, wire, full sections, in aluminium:		
	A. Bars and angles	40	Ex.
	B. Wire, full sections:		
	1. Threaded, drawn or extruded	40	20
	2. Rolled:		
	(a) Uncoated	40	Ex.
	(b) Coated	40	20
76-03	Wrought plates, sheets and strip, of aluminium, of a thickness of more than 0·15 mm.:		
	A. Flat sheets, rough surface, simply rolled or wrought, wound or not	30	Ex.
	B. Flat sheets, anodized, varnished or lacquered, wound or not, of a thickness:		
	I. More than 0·15 mm. and less than 0·50 mm.	30	Ex.
	II. Equal to or more than 0·50 mm.	30	10
	C. Other:		
	I. Cut in circular shapes (discs)	30	Ex.
	II. Corrugated	30	10
	III. Other	30	10
84-15	Refrigerators and refrigerating equipment (electrical and other):		
	A. Furniture and installations incorporating a refrigerating unit (cabinets, food preservers, refrigerated counters, show cases, cases, fountains, etc.):		
	I. Of a weight less than 500 kgs., and of a capacity of:		
	(a) Less than or equal to 150 litres	80	30
	(b) More than 150 litres	80	45
	II. Of a weight equal to, or more than 500 kgs.	80	15
	B. Furniture and installations (cabinets, counters, etc.) designed to be fitted with a refrigerating unit	80	30
	C. Refrigerating equipment with the constituent elements fixed on a common stand or base	50	10
	D. Other equipment, parts and spares (including evaporators and condensers for refrigerators of less than 500 kgs. in weight)	50	10
85-03	Electric batteries (primary cells and batteries):		
	A. Dry	100	65
	B. Other (wet, active or inert, concentrated)	100	35
90-10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading of Chapter 90; photo-copying apparatus (contact type), spools or reels for film, screens for projectors:		
	A. Apparatus and equipment of a kind used in photographic or cinematographic laboratories	60	25
	B. Photo-copying apparatus (contact type for developing by the ammonia vapour process, etc.)	60	30
	C. Spools or reels for film	60	25
	D. Screens for projectors:		
	I. Specifically for use in cinemas, and of which the largest width is more than 180 cm.	60	25
	II. Other	60	30
91-07	Completed watch movements (complete, assembled, ready for sale) but not cased	100	60
91-08	Other completed clock movements:		
	A. Electric	100	60
	B. Other	100	60
91-09	Cases for pocket, wrist and other watches, including stop watches, partly fashioned or completed:		
	A. Finished cases, with or without glass, and without movements:		
	I. In precious metal	100	60
	II. In common metal plated with precious metal	100	60
	III. In other matters	100	60
	B. Watch-case basic parts (bodies, pendants, coils, stoppers, backs, glass, lids, etc.):		
	I. Rough-worked, partly finished	100	10
	II. Finished	100	60
91-10	Clock cases and cases of similar type for clocks, and their parts:		
	A. Clock cases and their apparatus	100	60
	B. Their basic parts:		
	I. Rough-worked, partly finished	100	20
	II. Finished	100	60
93-06	Parts of arms and spares, other than those of 93-01 (including wood gun stocks and gun barrel blanks):		
	A. For arms of tariff No. 93-03	50	20
	B. For rifles and sporting guns:		
	I. Rough-worked butts (gun stocks)	20	50
	II. Other parts and spares:		
	(a) Rough-worked	100	35
	(b) Finished	100	70
	C. For other firearms	50	20
93-07	Projectiles and munitions (including mines), parts and spares (including buckshot, shot-gun, pellets, and cartridge plugs):		
	A. For revolvers and pistols of tariff No. 93-02, and machine guns of tariff No. 93-03:		
	I. Projectiles and munitions of war, loaded or not, their spares and parts	50	30
	II. Other projectiles and munitions	100	70
	B. Other:		
	I. Of war, loaded or not, their spares and parts	50	30
	II. Not named:		
	(a) Projectiles and munitions used in technical industrial apparatus	50	30
	(b) Sports cartridges, loaded, ready for firing	100	70
	(c) Sports cartridges, unloaded, primed or not, buckshot and pellets, wads and other accessories for sports cartridges	75	50
	(d) Other projectiles and munitions (including mines), their parts and spares	75	50
96-01	Brooms and brushes, twigs or other vegetable matter bound together and not mounted in a head, with or without handles	60	35
96-02	Other brooms and brushes (including machine brushes) paint rollers, squeegees (not roller) and mops, and artists' brushes:		
	A. Brushes which are part of machines	60	30
	B. Other	60	40
96-03	Prepared knots and tufts for broom or brushmaking	60	40
96-04	Feather dusters	60	40
96-05	Powder-puffs and pads for cosmetics and the like in all materials	60	50
96-06	Hand sieves and hand riddles, in all materials	60	30

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E 38, Hillgate House, 35 Old Bailey, London, E.C.4.

SYRIA

Import Control

DETAILS OF THE lifting of restrictions on the import of some goods into Syria were published in the *Board of Trade Journal* of August 24 (page 437).

The item 'Artificial Cord Sheets . . .' should read 'Artificial Cork Sheets . . .'

ETHIOPIA

Municipality Tax

AN INCREASE of 1 per cent. in the Ethiopian Municipal Tax was made effective in March, 1962, details of which were published in the *Board of Trade Journal* of June 22, 1962 (page 1410).

An administrative order has now been issued suspending the increase, so that the total of additional taxes over and above the ordinary customs duties payable on imported goods, has reverted to 13 per cent. (12 per cent. Federal Tax plus 1 per cent. Sales Tax—which is how the Municipality Tax is now described).

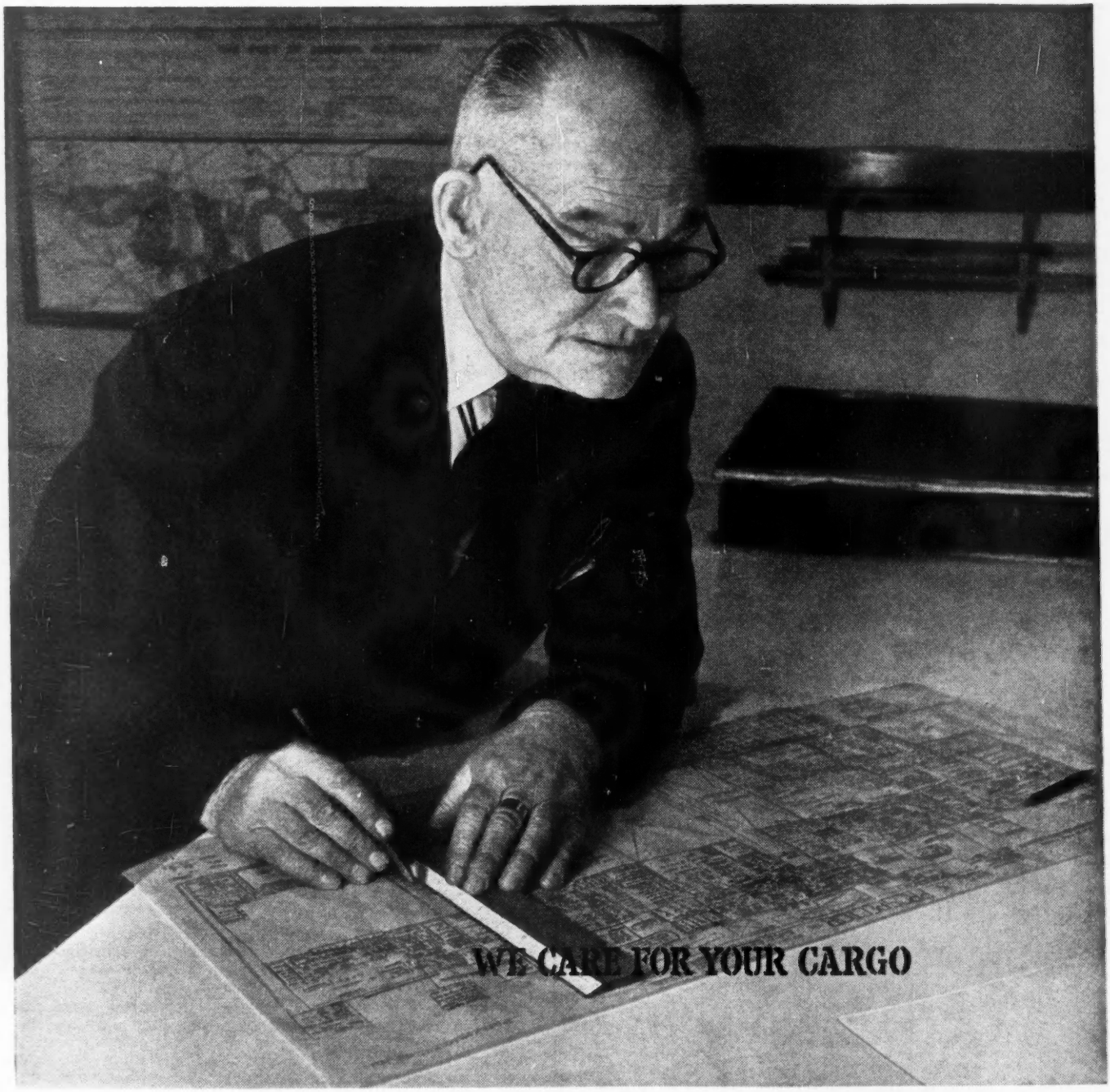
Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855. Extn. 2449.)

GHANA

Registration of Importers

WITH REFERENCE to the Notice which appeared in the *Board of Trade Journal* on September 14 (page 584), the Ghana Ministry of Finance and Trade have now announced that while registration of importers is open until the end of the year, those who wish to be considered for import licences during 1963 should submit their applications for registration before September 30, 1962.

(*Continued on page* 631)



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Ghana *(Continued)*

Exchange Control

NOTICES were published in the *Board of Trade Journal* on July 27 (page 232) and September 14 (page 585) regarding a directive of the Bank of Ghana that manufacturers' invoices would be required in support of importers' applications for permission to pay for imports, or in the absence of manufacturers' invoices, Chamber of Commerce certificates to the effect that the prices of goods enumerated in suppliers' invoices were current market prices.

Information has now been received that the application of this directive has been suspended indefinitely.

SOUTH AFRICA

Rebate of Duty for Manufacturing Purposes

GOVERNMENT NOTICE No. R.1444, published in the *South African Government Gazette* of September 7, 1962, amends the Second Schedule of the Customs Tariff and provides for the rebate of duty to the extent set out below on the following goods when imported or withdrawn from bond by registered manufacturers for use in the industry specified:

Item	Article	Rebate of Duty
503	Bag-making industry: By the addition, after paragraph (3) of the following paragraph: (4) For the manufacture of lined sugar bags, the following: (1) Fabric in the piece containing more than 50% by weight of jute and weighing not more than 10½ ounces per square yard, the free-on-board value of which does not exceed 30 c. per square yard	To the extent of the intermediate duty.
	(2) Creped kraft paper	To the extent of the intermediate duty.

Customs Tariff Application

CUSTOMS TARIFF Application List No. 314, published as Government Notice No. 637 in the Republic of South Africa *Government Gazette* of September 7, 1962, states that the Board of Trade and Industries has received the following application affecting the Republic's Customs Tariff:

For an increase in duty on:

Sanitary ware (baths, cisterns, lavatory basins, sanitary pans, sinks, urinals and other sanitary ware) from 20 per cent. *ad valorem* to 40 per cent. *ad valorem*.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get into touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 10412/62.

FEDERATION OF RHODESIA AND NYASALAND

Customs Tariff Application

THE BRITISH Trade Commissioner at Salisbury has reported that the Ministry of Commerce and Industry has received an application for an increase in the Customs duties applicable to the following commodity. Britain pays the column D rate of duty.

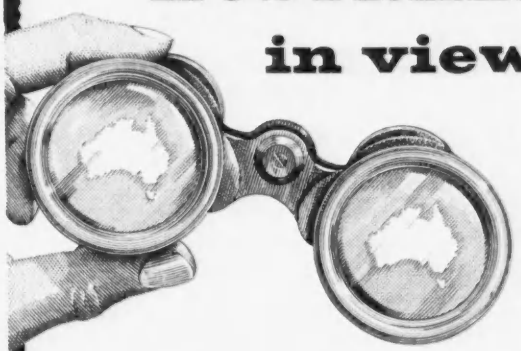
Tariff Item	Description of Commodity	Duty A	Duty B	Duty C	Duty D
46	VEGETABLES: Ex (a) Fresh mushrooms: Present duty per lb. Requested duty per lb.	£0 0s. 1d. £0 1s. 6d.	£0 0s. 1d. £0 1s. 6d.	£0 0s. 1d. £0 1s. 6d.	£0 0s. 1d. £0 1s. 6d.

Where British Trade organizations are thought to be interested in the above application they are being informed and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 10429/62.

IBRD Annual Report

The Seventeenth Annual Report of the 'International Bank for Reconstruction and Development – 1961-62' is now available. Inquiries for copies should be addressed to IBRD, 27 Old Jewry, London, E.C.2.

With AUSTRALIA in view . .



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MALAGASY REPUBLIC

Global Quotas for the Second Six Months of 1962

DETAILS OF THE above quotas have now been published in the Malagasy *Journal Officiel* of August 18, 1962, and these are as follows:

1. List of Goods for which Quotas are Administered by the Provincial Departments of Economic Affairs.

Quota No.	Tariff No.	Description	Quota Values (New Francs 100%)	Diego-Suarez 10%	Fianarantsoa 19%	Majunga 13%	Tamatave 18%	Tananarive 30%	Tulear 10%
		A. General Goods:							
1	04-01 to 04-04	Dairy produce, milk, butter, cheese	341,700	34,170	64,923	44,421	61,506	102,510	34,170
3	22-03	Beers							
4	22-05	Ordinary and sparkling wines; liqueur wines	250,000	25,000	47,500	32,500	45,000	75,000	25,000
	20-08 and 09	Alcohols and liqueurs							
	22-04	Grape must							
	22-07	Cider	72,300	7,230	13,737	9,399	13,014	21,690	7,230
	22-10	Vinegar							
5	17, except 17-01	Other sugars and confectionery							
	18	Cocoa and its derivatives							
	19	Preparations of cereals, etc.	34,200	3,420	6,498	4,446	6,156	10,260	3,420
6	04-05 and 04-06	Eggs and honey							
	09-02	Tea							
	09-10	Non-tropical spices							
	13-03	Juices and vegetable extracts, pectin, agar-agar, etc.							
	Ex 15	Animal and vegetable fats and oils, except edible oils	221,200	22,120	42,028	28,756	39,816	66,370	22,120
	16	Preparations of meat, fish, crustaceans, etc.							
	20	Preparations of vegetables, culinary plants, fruits	125,100	12,510	23,769	16,263	22,518	37,530	12,510
	21	Various edible preparations							
8	25-23	Hydraulic cements	416,700	41,670	79,173	54,171	75,006	125,010	41,670
9	73, Except 73-38	Iron, cast-iron, steel	416,700	41,670	79,173	54,171	75,006	125,010	41,670
	74 to 81	Non-ferrous metals							
12	39	Plastics materials							
14	34-04	Polishing waxes and creams for shoes, metal polishes, etc.	33,340	3,334	6,346	4,342	6,012	10,020	3,340
	34-07	Moulding/modelling pastes							
	37	Photographic and cinematographic apparatus							
	35	Albuminoidal substances, glues							
	36, except 36-06	Explosives and explosive powders, except matches	73,000	7,300	13,870	9,490	13,150	21,900	7,300
17 and 18	60	Knitted or crotcheted goods							
	61	Clothing and accessories							
	62, except 62-01	Other articles made from fabrics except blankets and packing materials	166,700	16,670	31,673	21,671	30,006	50,010	16,670
19	73-38	Domestic goods							
	82	Tools and cutlery							
	83	Miscellaneous manufactures of common metals							
20	84-11, 93	Ventilators, domestic refrigeration, heating and air-conditioning equipment	333,400	33,340	63,346	43,342	60,012	100,020	33,340
	84-12, 84-13, 84-15, 84-17, 09, 21, 80, 41, 84-20	Weighing machines and instruments							
	84-40	Domestic washing machines							
	84-51 to 55 Ex 90-10	Typewriters, calculating machines, etc., cash registers, duplicators, photo-copying apparatus and component parts							
	Ex 84	Other consumer goods as in Chapter 84							
	85-06, 07, 10 and 12	Electromechanical domestic appliances							
	85-03	Electric batteries							
	85-15	Domestic radio apparatus							
	85-20	Incandescent lamps and tubes							
	90-01 to 90-05	Lenses, spectacle frames, spectacles, opera-glasses	2,083,300	208,330	395,827	270,829	374,994	624,990	208,330
20	90-07 to 90-09	Photographic and cinematographic apparatus							
	Ex 90	Other consumer goods as in Chapter 90							
	91	Watches and clocks							
	93	Arms and ammunition, other than those for military use							
24	23	Prepared animal foodstuffs							
	42	Leather goods, etc.							
	44	Wood and manufactures of wood, except tropical essences							
	45	Cork and manufactured articles of cork							
	48	Paper and paperboard, articles made therefrom							
	51, except 51-04	Man-made fibres, continuous, excluding woven fabrics							
	52	Metallized yarns							
	55-06	Cotton yarn for retail sale							
	56-02 to 56-06	Ropes, fibres, yarns, of synthetic discontinuous textiles							
	58	Carpets, tapestries, velvets, etc.							
	59	Wadding and felts, etc.							
	64	Footwear	2,066,000	206,600	392,540	268,580	371,880	619,800	206,600
	66	Umbrellas							
	68	Articles of stone, etc.							
	69-11, 12 and 13	Tableware and other domestic or toilet porcelain and china, and other ceramics							
	70	Glass and glass manufactures							
	92	Musical instruments							
	94, except 94-02	Furniture and beds, except medical and surgical furniture							
	97	Games and toys, and sports goods							
	69, except 69-11, 12 and 13	Ceramics, other than those in 69-11, 12 and 13 mentioned above	227,000	22,700	43,130	29,510	40,860	68,100	22,700
		B. Fabrics:							
15 and 16	50	Silk							
	51-04	Woven fabrics of artificial or synthetic fibres (continuous)							
	53	Wool and other animal hair							
	54	Flax and ramie	2,907,800	290,780	465,248	378,014	436,170	756,028	581,560
	55-07 to 55-09	Cotton fabrics							
	56-07	Woven fabrics of man-made fibres (discontinuous)							
	62-01	Travelling rugs and blankets							

The following conditions apply to the above list:

In each province the use of global quotas for the under-noted commodities may not exceed the percentages shown:

Quotas Nos. 17 and 18 (knitted goods, clothing and accessories) imported from Far East	50 *per cent.*
Quotas Nos. 15, 16 and 19. All goods in these quotas imported from Far East	50 *per cent.*
Quota No. 20. (Radio receivers)	10 *per cent.*
Quota No. 20. (Watches and clocks)	7.9 *per cent.*
Quota No. 24. (Footwear)	3 *per cent.*
Quota No. 24. (Umbrellas)	3 *per cent.*

Malagasy Republic (*Continued*)

2. List of Goods for which Quotas are Administered by the Department of Economic Affairs External Trade Service.

Quota No.	Tariff No.	Description	Quotas (In new Francs)	Remarks
1	04-01 and 02	Milk	63,400	Reserved for industry and medical use.
6	01	Livestock		
	03	Fish, crustaceans and molluscs		
	06-01 and 02	Bulbs, tubers, tuberous roots, and other live plants and roots	397,100	Reserved for industry.
	11-07	Malt		Reserved for industry.
	12-06	Hops		Reserved for industry.
	Ex 15	Fats and oils, except edible fats and oils		Reserved for industry.
	20-07	Fruit juices		Reserved for industry.
7	24-01	Raw tobacco	529,300	Reserved for industry.
	24-02	Manufactured tobacco	137,400	
9	25-20	Gypsum		
	27-01, 02, 04 73, except 73-38	Coal, lignite and coke	666,700	
		Iron, cast iron, steel and products thereof, excluding household goods		Reserved for industry.
	74 to 81	Non-ferrous metals		Reserved for industry.
10	27-09 to 27-16	Petroleum products	13,351,300	
11	30	Pharmaceutical products	123,240	
	32-05	Colouring matters	150,000	
	38-11	Insecticides		
12	39	Plastics materials	30,000	Reserved for industry and craftsmen.
13	40	Rubber, rubber tyres, inner tubes, etc.	250,000	
14	28	Inorganic chemical products	391,400	
	29	Organic chemical products		
	31	Fertilizers		
	32, except 32-05	Tanning and dyeing extracts, except colouring matters		
	34-02-09	Organic surface-active agents		
	34-07	Dental waxes, impression compounds		
	38, except 38-11	Miscellaneous products of the chemical industries, except insecticides		
	36-06	Matches	228,600	
15 and 16	50	Silk	354,200	
	51-04	Synthetic and artificial fibres (continuous)		
	53	Wool and other animal hair		
	54	Flax and ramie		
	55-07 to 09	Cotton fabrics		
	56-07	Synthetic and artificial fibres (discontinuous)		Reserved for manufacturers.
	62-01	Blankets and travelling rugs		
17 and 18	61 and 62	Clothing and other made-up textile articles	195,900	Intended for import without financial transaction.

Quota No.	Tariff No.	Description	Quotas (In new Francs)	Remarks
19	73-38	Domestic articles	112,500	Reserved for industry and end users.
	82	Tools and cutlery		
	83	Miscellaneous manufacturers of common metals		
20		Articles of quota No. 20 in List 1 above	691,700	Reserved for end-users.
21	Ex 84	Non-electrical machinery, apparatus and mechanical appliances	3,541,700	
	Ex 85	Electrical machinery, apparatus, and mechanical appliances		
	86	Railway equipment		
	88	Aircraft and parts, etc.		
	89	Ships and boats, etc.		
	Ex 90	Optical, medical and surgical, measuring and precision instruments and apparatus		
	94-02	Medical and surgical, dental and veterinary furniture		
22	87-02 to 87-06	Motor vehicles for goods or passenger transit, and parts thereof, special purpose vehicles	598,400	
	87-09 to 87-13	Motor cycles, cycles, and parts thereof	41,700	
24	48	Manufacturers of paper and paperboard		Reserved for industry.
	49	Printed books and products of the graphic arts		
	51-01 and 02	Synthetic and artificial yarns (continuous)	3,074,400	Reserved for industry and craftsmen.
	55-05 and 06	Cotton yarns and threads		Reserved for industry and craftsmen.
	56-05 and 06	Synthetic and artificial yarns and fibres (discontinuous)		Reserved for industry and craftsmen.
	57-03	Jute, raw or processed, but not spun*		Reserved for industry and craftsmen.
	65-01 and 02	Hats, hat-shapes and bodies		Reserved for industry and craftsmen.
	70	Glass and glassware		Reserved for the government and industry.
	96	Brushware		
	44-03, 04, 05	Wood in the rough, roughly squared or half-squared, sawn, sliced or peeled		Reserved for the conduct of administrative markets of public interest.

* 57-03 above: A supplementary quota of 270,000 new francs has now been announced for jute sacks.

Requests for quotas are to be submitted to the appropriate Authorities in Madagascar from September 25, 1962, to October 1, 1962.

The French text of this announcement may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

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HONG KONG

Certificates for Imports of Meat and Poultry

THE BOARD OF TRADE have been informed that under the Hong Kong Imported Meat and Poultry Regulations, 1962, meat and poultry imported into the Colony must be accompanied by an official certificate issued by a competent authority in the country of origin. In the case of meat and poultry exported from Britain the Hong Kong Government will accept a certificate signed **either by the Medical Officer of Health or the Veterinary Surgeon of any local authority in Great Britain.** Each certificate for meat and meat products should state that the meat concerned has been inspected ante-mortem and post-mortem; and has been properly packed under sanitary conditions and is fit for human consumption. The official certificate accompanying poultry should state that the poultry has been inspected and found to be fit for human consumption and has been packed under sanitary conditions.

FIJI

Customs Tariff Amended

THE FIJI *Royal Government Gazette Supplement* of July 20, 1962, contains a copy of Legal Notice No. 114 which amends item 120 of the First Schedule to the Fiji Customs Ordinance to read as follows:

Item No.	Article	Unit	Preferential Tariff	General Tariff
120	Iron and steel in angle, bar, beam, channel, girder, hoop, joist, plate, sheet (plain or corrugated) and strip, or any other form of primary manufacture but otherwise not worked or fabricated:			
	(a) Black	Per ton	30s.	45s.
	(b) Galvanized	Per ton	60s.	90s.

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AUSTRALIA

Reference to the Special Advisory Authority

DETAILS were given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **flanges, being pipe fittings of forged steel** (whether or not machines (Tariff Item 152 (C) (2)).

Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
152	(C) CAST IRON FITTINGS FOR PIPES of less than 2 inches internal diameter; steel, wrought iron and malleable cast iron fittings for pipes:			
	*(1) Galvanized . . . . per lb.	3d.	6d.	7½d.
	or *ad val.*	15%	30%	45%
	whichever rate returns the higher duty.			
	(2) Other . . . . . per lb.	2d.	5d.	6½d.
	or *ad val.*	15%	30%	45%
	whichever rate returns the higher duty.			

* *This sub-item is shown for information only; it does not form part of the reference.*

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian Association of British Manufacturers, 42 Leicester Square, London, W.C.2. (Telephone: Whitehall 5072.)

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extn. 2840 or 3145) quoting reference No. C.R.E. 4715/62.

Special Advisory Authority Inquiry Result

A NOTICE was published in the *Board of Trade Journal* of August 24 (page 443) to the effect that a reference had been made to the Special Advisory Authority in respect of **plastic building sheets.**

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations temporary duties of 1s. per square foot have been imposed on fibreglass reinforced polyester building sheets classifiable under Tariff Item 369 (D) (4). No additional duties have been imposed on P.V.C. sheets classifiable under Tariff Item 368 (A) (3) (e).

The new duties do not apply to goods in transit on or before August 10, 1962.

Further details will be published as soon as possible.

*Specific rates are quoted in Australian currency £A*125 = £ *Sterling* 100.

NEW ZEALAND

Import Licensing Arrangements

THE NEW ZEALAND Customs Department has announced the following decisions relating to the 1962/63 Import Licensing Schedule:

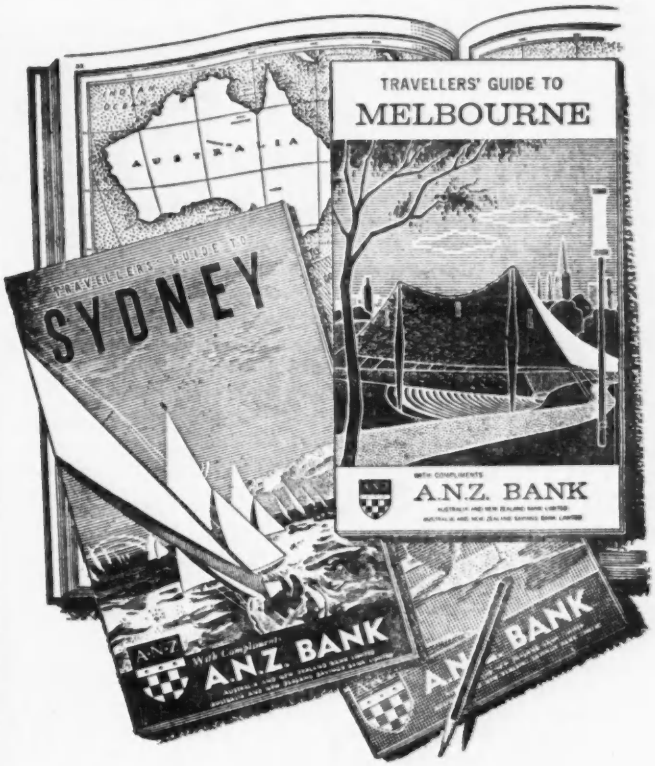
1. *Ex Item Code* 89·28 – *Fully strung tennis racquets the FOB price of which does not exceed 7s. sterling.*

Additional licences for fully strung tennis racquets the FOB price of which does not exceed 7s. sterling may be issued to the extent of 25 per cent. of the value of 1960 licences for similar goods.

Any such licences are to be noted 'available only for the importation of racquets having an FOB price not less than 5s. and not more than 7s. sterling.'

2. *Item Code* 71·55 – *Earth-moving machinery and appliances n.e.i. (excluding parts therefor, etc.)*

Asphalt paving machines are not admissible under administrative basic licences issued for earth-moving machinery, etc., in accordance with Circular memorandum 1962/10.



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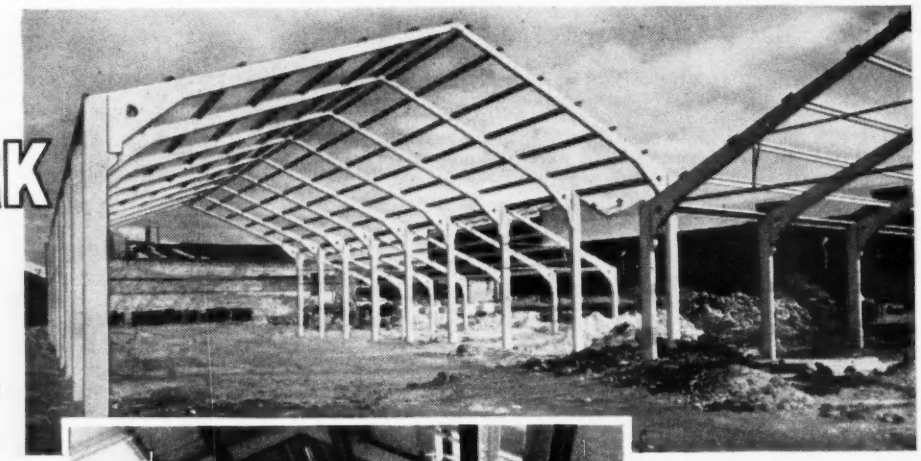

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ARGENTINA

Modifications to Import Lists

ARGENTINE Government Decrees Nos. 7958, 7959 and 7970 of August 9 modify as follows the lists attached to Decree No. 5439/59 (see *Board of Trade Journal* of May 29, 1959, page 1278):

Decree No. 7958

Tariff No. 1799/802 – Cement mill tube, more than 5,800 mm long by more than 2,900 mm diameter, with slip ring and lock ring and rubber sheet to cover interior.

This item is hereby included in List No. 2 (20 per cent. surcharge).

Tariff No. 1799/802 – Paper-cutting machines, excluding Duplex type*

This item in List No. 6, Section 'B' (150 per cent. surcharge) is amended to read: 'paper-cutting machines, excluding Duplex type and those of more than 100 metres per minute paper speed.'

Tariff No. 1799/802 – Motor bed borers (grinders), hand operated, mechanized or hydraulic, of all types, for use in automobile maintenance workshops. This item is hereby removed from List No. 6, Section 'A' (100 per cent. surcharge).

Tariff No. 1799–802 – Grinding machines for base bearings and/or camshafts for internal combustion engines, mechanically or hydraulic operated of up to 2,000 mm length of bearing guide and 800 mm height of table at boring bar.

This item is hereby included in List No. 6, Section 'A' (100 per cent. surcharge).

**The effect of this change is that Duplex-type paper-cutting machines and those of more than 100 metres per minute paper speed (which do not appear on Lists) are subject to a surcharge of 40 per cent.*

Decree No. 7959

Tariff No. 1799/802 – 1480 – Ammonium refrigerating compressors of more than 400,000 and up to 600,000 frigories/hour (measuring standard conditions of −15°C./+30°C.*

The following exclusion is hereby added to this item in List No. 6, Section 'A' (100 per cent. surcharge). 'Excluding those of two or more stages.'

Tariff No. 1799/802 – 1480 – Ammonium refrigerating compressors of up to 400,000 frigories/hour (measuring standard conditions of −15°C./+30°C.).*

The following exclusion is hereby added to this item in List No. 6, Section 'B' (150 per cent. surcharge). 'Excluding those of two or more stages.'

Tariff No. 1799/802 – Brake presses for folding sheet of up to 150 tons pressure and for lengths up to 4,000 mm.

This item is hereby removed from List No. 6, Section 'B' (150 per cent. surcharge).

Tariff No. 1799/802 – Mechanical and/or hydraulic plate folding machines of up to 350 tons force with table length of up to 5,000mm of up to 400 tons force with table length of 4,500 mm and up to 450 force with table length of up to 4,000 mm, complying with both conditions, excluding continuous folding machines for unlimited lengths.

This item is hereby included in List No. 6, Section 'A' (100 per cent. surcharge).

Tariff No. 1799/802 – Hydraulic presses of up to 1,000 tons inclusive.

The following exclusion is hereby added to this item in List No. 6, Section 'B' (150 per cent. surcharge). 'Automatic ones for the manufacture of mosaics of a size up to 30 cm x 30 cm with a poduction capacity of 300 and more units per hour and those for sizes above 30 cm x 30 cm

Tariff No. 1799/802 – Crankshaft with two journals of more than 200 kg weight for refrigerating compressor.

This item is hereby included in List No. 2 (20 per cent. surcharge).

**The effect of this change is that Ammonium refrigerating compressors of two or more stages are subject to a surcharge of 40 per cent.*

Decree No. 7970

Tariff No. 2355 – Telephone pulsator apparatus for connection to telephone exchange Crossbar-Ericsson ARD 201 and similar.

This item is hereby included in List No. 3 (40 per cent. surcharge).

Tariff No. 231 – Seeds for sowing, excluding Kenaf seed.

This item in List No. 2 (20 per cent. surcharge) is amended to read: 'Seeds for sowing, excluding Kenaf seed and sugar beet seed.'

Tariff No. 231 – Sugar beet for sowing only.

This item is hereby included in List No. 1 (without surcharge).

Tariff No. 3647 – Mohair.

This item is hereby included in List No. 2 (20 per cent. surcharge).

Tariff No. 5199 – Photographic cameras for taking aerial photographic surveys.

This item is hereby included in List No. 1 (without surcharge).

Tariff No. 4259 – 'Melec' and succinic acids and their compounds not mentioned: lactic acid with concentration not less than 90 per cent. and sodium lactate, excluding chloramphenicol and its salts.

This item in List No. 3 (40 per cent. surcharge) is hereby modified to read as follows: ' "Melec" and succinic acids and their compounds not mentioned: lactic acid with concentration not less than 90 per cent. and sodium lactate, excluding chloramphenicol and its salts and surface active agents according to the Sisley Index classifications.'

Tariff No. 4259 – Surface active agents according to the Sisley Index classification.

This item is hereby included in List No. 4 (100 per cent. surcharge).

Tariff No. 4377 – Ethylbenzene.

This item, which has been assimilated to this Tariff number, is hereby included in List No. 4 (100 per cent. surcharge).

Tariff No. 1402 – Aluminium barrels of 15 to 250 litres capacity for beer.

This item is hereby included in List No. 3 (40 per cent. surcharge).

Tariff No. 4280 – Methyltestosterone.

This item is hereby removed from List No. 2 (20 per cent. surcharge).

Payment of Customs Duties, Surcharges, Etc.

THE *Board of Trade Journal* of June 15, 1962, page 1357, reported that Argentine Decree 4725 of May 28 provided that Customs duties, export surcharges, port charges, etc., on merchandise in port or *en route* to Argentina at that date could be paid by instalments provided that the goods were cleared before August 31, 1962. Argentine Government Decree No. 8723 of August 29 extends the period for clearance until October 31, and the due dates for promissory notes to December 1 to May 1, 1963. The Decree also extends to October 31, the date for the clearance of goods free of the 20 per cent. emergency surcharge imposed by Decree 2998 (see *Board of Trade Journal* of May 4, page 981) provided they were afloat or in an Argentine port on the date of that Decree or covered by an irrevocable letter of credit opened in local authorized institutions prior to the date of that Decree and in force at the time of shipment.

These concessions apply only to goods which have not yet been cleared by Customs.

Additional Surcharge on Non-Essential Imports

THE *Board of Trade Journal* of March 9, 1962, pages 528-537, listed the imports on which Argentina had placed an additional temporary surcharge of 100 per cent. Decree 8814 of August 30, 1962, provides that the surcharge will not apply to goods which on the date the original Decree came into force were already in an Argentine port, afloat destined for the Argentine Republic or covered by an irrevocable letter of credit opened in local authorized institutions and in force at the time of shipment, always provided – in these three cases – the goods are cleared from Customs before November 1, 1962. Sums already paid which are affected by this ruling will be refunded or credited.

BRAZIL

Profits Remittance Tax

A PROFITS REMITTANCE Law was promulgated in Brazil on September 6, 1962, which regulates foreign capital investment, and the remittance of profits from such investments.

The Bill establishes that all foreign capital must be registered with the Brazilian Superintendency of Currency and Credit (SUMOC), and limits annual profit remittances to ten per cent. of the registered amount invested. It also limits the annual repatriation of capital to twenty per cent. of the registered investment.

Fiscal Dollar Rate

THE FISCAL dollar rate, used for the calculation of Brazilian *ad valorem* customs duties, will be 353·75 cruzeiros per United States dollar during September. The previous rate was 358·92 cruzeiros to the dollar, see *Board of Trade Journal*, August 17, 1962, page 393.

BRITISH GUIANA

Customs Tariff Amendments

THE CUSTOMS DUTIES (Amendments) Order, 1962, amends Part I of the British Giana Customs Tariff as follows:

A. items 841-08 and 841-11 now read:

No.	Goods	Preferential Tariff	General Tariff
841-08	Hats, caps and other headgear of wool, felt and fur felt	21%	36%
841-11	Hats, caps and other headgear of other materials than wool felt and fur felt	21%	36%

B. the following new items are added to the Second Proviso:

	Preferential General	General Tariff
Straw cloth, buckram and artificial flowers, for use in the manufacture of hats provided that the Comptroller is satisfied that they will be used solely for that purpose	Free	16%
Coriander seeds when imported for use in the manufacture of curry powder provided that the Comptroller is satisfied that they will be used solely for that purpose	50 c. per 100 lb.	$1.80 per 100 lb.
Unground black pepper when imported for use in the manufacture of ground black pepper and curry powder provided that the Comptroller is satisfied that it will be used solely for any of the above purposes	$3·40 per 100 lb.	$6·00 per 100 lb.

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757, Extn. 471.)

MEXICO

Import Licensing

DECREES published in the Mexican *Diario Oficial* on and effective from September 3, 1962 made goods under the following headings subject to prior import licence.

501.00.98 Organic acids, liquid, n.s.m. (Restriction applies to tioglycolate acid and mixtures containing it.)

590.99.99 Mixtures, preparations and products of organic, mineral or organo-metallic origin, for the manufacture of toilet products, non-perfumed, n.s.m. (Restriction applies to tioglycolate of ammonium and tioglycolate of monoethalonamine and mixtures containing them.)

JAMAICA

Customs Tariff Changes

THE JAMAICAN Minister of Finance has approved under Item 68 of the Second Schedule to the Jamaican Customs Tariff, the Research Department of the Sugar Manufacturers' Association (of Jamaica) Limited as a Department entitled to import into the Island free of duty, equipment and chemicals for research purposes for improving the agricultural production of sugar cane.

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: City 5757, Ext. 471).

UNITED STATES

New Legislation Affecting Import Duties

THE FOLLOWING Public Laws were approved by the President of the United States on August 24:

P.L. 87-602 continues until November 7, 1965, the existing suspension of duties on spun silk or schappe silk yarn, not dyed or coloured, singles of more than 58,800 yards per pound, or plied of more than 29,400 yards per pound.

P.L. 87-604 widens existing provisions for the duty-free entry of religious articles by amending paragraph 1774 of the free list to read as follows, with effect from September 23, 1962:

> 'Altars, pulpits, communion tables, baptismal fonts, shrines, mosaics, iconastases, or parts, appurtenances, or adjuncts of any of the foregoing, whether to be physically joined thereto or not, and statuary (except granite or marble cemetery headstones, granite or marble grave markers, and granite or marble feature memorials, and excepting casts of plaster of paris, or of compositions of paper or papier mâché), imported in good faith for the use of, either by order of, or for presentation (without charge) to any corporation or association organized and operated for religious purposes, including cemeteries, schools, hospitals, orphanages, and similar non-profit activities staffed and controlled by such corporation or association.'

P.L. 87-606 provides permanently for the duty-free entry of casein or lactarene with effect from July 1, 1963. At present import duties are temporarily suspended until that date on casein or lactarene and mixtures (except caseinates) of which casein or lactarene is the component material of chief value.

P.L. 87-607 continues until August 7, 1964, the existing suspension of duty on 'copying lathes used for making rough or finished shoe lasts from models of shoe lasts and, in addition, capable of producing more than one size shoe last from a single size model of a shoe last.'

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757, Extn. 459.)

FINLAND

Restrictions on Borrowing

THE BANK OF FINLAND has announced that as an anti-inflationary measure a ceiling will be imposed on rediscounting at the Bank of Finland by Finland's credit institutions. The effect of this will be to restrict growth in bank lending in the future.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Horse Guards Avenue, Whitehall, London, S.W.1. (Telephone: Trafalgar 8855, Extn. 2368) quoting CRE/591/62.

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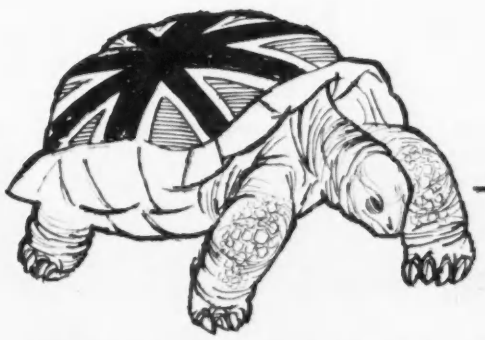

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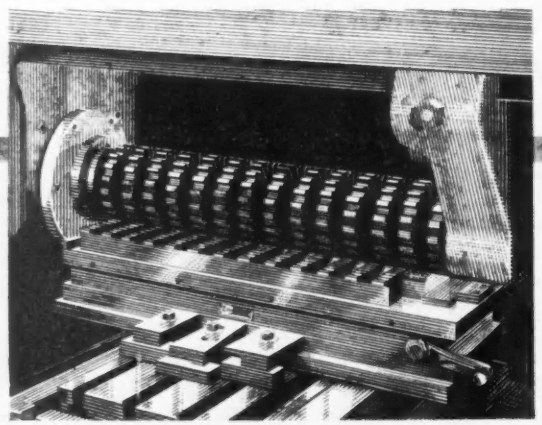

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, Horse Guards Avenue, London, S.W.1. (*Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London (K109) [S.O. Code No. 72-3418.

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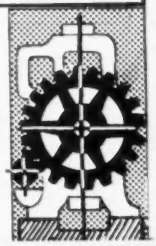

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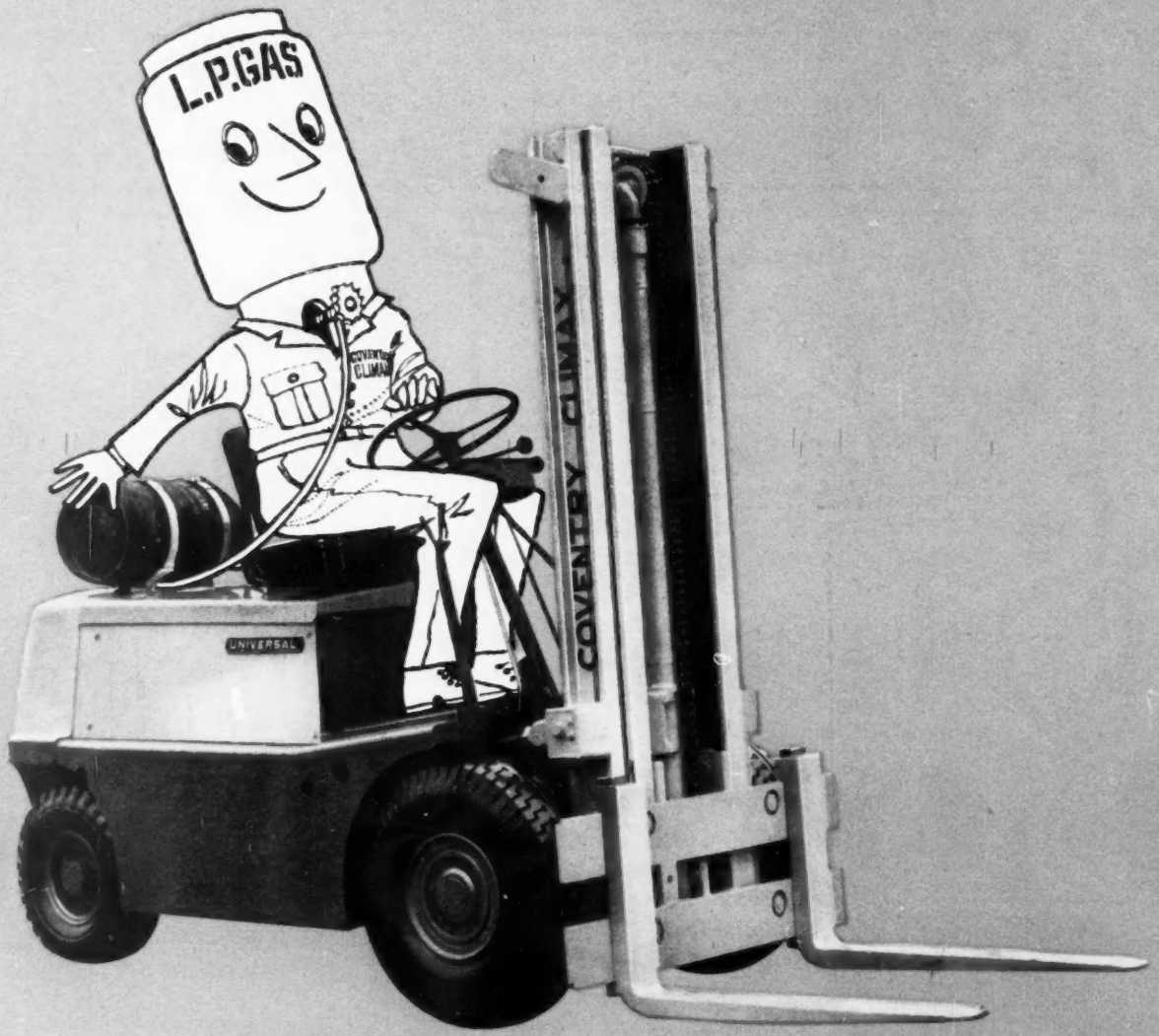

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